United States Court of Appeals

for the Second Circuit

EXHIBITS

76-7161

United States Court of Appeals
FOR THE SECOND CIRCUIT

Docket No. 76-7161

FLM COLLISION PARTS, INC.,

Plaintiff-Appellee-Cross-Appellant,

—against—

FORD MOTOR COMPANY and
FORD MARKETING CORPORATION,

Defendants-Appellants-Cross-Appellees.

APPEALS FROM THE UNITED STATES DISTRICT COURT
FOR THE SOUTHERN DISTRICT OF NEW YORK
(D.C. 73 Civ. 713 (T.P.G.))

EXHIBITS TO JOINT APPENDIX

UNITED STATES COURT OF APPEALS
FILED
MAY 18 1976
A. DANIEL FUSARO, CLERK
SECOND CIRCUIT

EXHIBIT VOLUME II

Defendants' Exhibits

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TABLE OF CONTENTS

Volume I—Plaintiff's Exhibits

Trial Exhibits

		PAGE
PX 9	Letter by Thomas C. Page to all Ford dealers, November 17, 1969	1e
PX 10	Letter from Kramer of Central Lincoln-Mercury ("Central") to Frank D'Angelo, September 20, 1968	4e
PX 11	Memorandum from McKeever to Stevens, September 30, 1968	6e
PX 14	Memorandum from Soper to Rowlands, November 6, 1970	7e
PX 17	Handwritten memorandum from Garth V. Gilpin (undated)	9e
PX 32	Memorandum from M. L. Hughes to Rowlands, November 2, 1972	11e
PX 33	Handwritten statement by Soper to Rowlands (undated)	17e
PX 38	Memorandum by Rose (undated)	22e
PX 39	Memorandum from Rose to F. Sanchez, December 6, 1972	23e
PX 43	Letter from D. Pollack of Atlas to Rose, November 6, 1972	24e
PX 103	Form 340, Customer Request for Credit or Return, February 19, 1973	26e
PX 104	Check from FLM in the amount of $500, May 8, 1970	27e
PX 105	Letter from A. N. Borelli of Pleasantville to Teterboro, July 19, 1973	29e

		PAGE
PX 109	Rowlands Deposition (portion), September 6, 1974	30e
PX 110	Rose Deposition (portion), September 6, 1974	61e
PX 112	Form of Ford Sales and Service Agreement (undated)	94e
PX 114	Report of Examination of Wabash Ford Truck Sales, Inc. of Indianapolis, Indiana, March 25, 1969	131e
PX 115	Report of Examination of Moore Ford Company of North Little Rock, Arkansas, October 29, 1969	134e
PX 116	Report of Examination of Charlie Hillard Ford, Inc. of Fort Worth, Texas, October, 1969	138e
PX 117	Memorandum of W. A. Beers re audit of wholesale parts incentive claims of Bob Rice Ford, Inc. of Boise, Idaho, August 21, 1968	142e
PX 1000	Plaintiff's "Calculation of Incentive Credits Lost, November 1, 1972 through February 6, 1976."	146e
PX 1003	Plaintiff's "Damages Due to Loss of Profit, Due to Interruption of Growth (Using a Level Basis of Sales Projection Since FY Ended 9/30/73, Year which included Ford's Cancellation of Incentive Credits)"	147e
PX 1004	Plaintiff's "Calculation of Estimate Net Profit Rates on Sales Lost Due to Interruption of Growth"	148e
PX 1006	Letter from Empire Ford, Inc., June 1975	151e
PX 1002 id.	"Damages Due to Loss of Profit, Due to Interruption of Growth (Using a Growth Factor of Average Growth of 3 years Ended 9/30/73, Year which included Ford's Cancellation of Incentive Credits, and Projecting Same to Periods after 9/30/73)"	152e
PX 1005 id.	"Damages Other than Loss of Wholesale Incentive Credits and Lost Profit on Lost Sales"	153e

Volume II—Defendants' Exhibits

Trial Exhibits

		PAGE
DX G	Policy and Procedure Manual (Ford Parts Division) (portion)	154e
DX H	Parts and Accessories Price List (Ford Parts Division) (first page)	243e
DX I	Chart of System of Distribution for Ford Automotive Parts	244e
DX L-1	Monthly Incentive Claim Form (Form 2714) (first page)	245e
DX O	Agreement between Central and FLM, April 21, 1965	246e
DX S	Analysis of Audit Findings, November 1969	249e
DX U	Memorandum from Knipper to Barrett, February 20, 1970	251e
DX X-13	Dealer Contact Report prepared by D'Angelo, October 22, 1969	270e
DX X-15	Dealer Contact Report prepared by D'Angelo, February 11, 1970	271e
DX Y	Letter from O'Halloran to Stroh, May 20, 1970	272e
DX AH	Policy statement regarding wholesale incentive allowance, June 30, 1971	274e
DX AS-1	Letter from Vogels (Parkview) to Moore (Teterboro), December 11, 1968	277e
DX AS-6	Letter from Vogels to Rose, December 28, 1970	278e
DX AT-1	Depot Operations Manual, September 12, 1969 (page 4)	279e

		PAGE
DX AU	Form 2715 from Central for Parts Code 11283, August 15, 1969	280e
DX AV	Form 2715A from Central for Parts Code 11283, August 1969	282e
DX AW	Form 2715 from Central for Parts Code 13430, August 12, 1969	283e
DX AX	Form 2715A from Central for Parts Code 13430	285e
DX AZ	FLM application for bond in favor of Central, September 10, 1971	302e
DX BB	Letter from McKee (FLM) to Pollack (Atlas), October 31, 1972	304e
DX BC	Sales vouchers from Central to FLM, August-September 1972	305e
DX BD	FLM parts pickup authorization, January 24, 1974	313e
DX BE	Letter from Central, July 15, 1972	314e
DX BS	FLM 1965 financials	315e
DX BT	FLM 1966 financials	318e
DX BU	FLM 1967 financials	321e
DX BV	FLM 1968 financials	324e
DX BW	FLM 1969 financials	327e
DX BX	FLM 1970 financials	331e
DX BY	FLM 1971 financials	335e
DX BZ	FLM 1972 financials	339e
DX CA	FLM 1973 financials	343e
DX CB	FLM 1973 and 1972 (restated) comparative financials	346e

		PAGE
DX CC	Estimated FLM balance sheet as of September 20, 1974	351e
DX CG	Letter from O'Halloran to Rowlands, November 23, 1970	352e
DX CH	Telegram from O'Halloran to Beers, December 4, 1970	353e
DX CK	FLM phone order to Teterboro, September 25, 1974	354e
DX CS	Letter from Scott (Ford) to Wilson (FTC), July 24, 1968	355e
DX CT	Letter from Wilson to Scott, August 1, 1968	357e
DX CU	Letter from Scott to Wilson, August 15, 1968	358e
DX CV	Letter from Wilson to Scott, August 19, 1968	360e
DX CX	Wholesale incentive paid (November 1968-June 1974)	361e
DX CY	Audits of wholesale incentive claims 1968-1973)	362e
DX CZ	Estimated erroneous wholesale incentive claims (1969) (2 pp.) and audit results (1969) (1 p.)	363e
DX DA	Marketing Office estimate of 1971 ineligible claims due to outside purchases	366e
DX DB	Estimated claims due to outside purchases, Forward Plans Department, June 25, 1971	367e
DX DC	Calculation of potential savings through the elimination of payments on outside purchases, July 7, 1971	368e
DX BBB	Defendants' "Analysis of Plaintiff's Exhibit A (P.X. 1003) Utilizing Fiscal Year 1972 as Level Basis for Sales"	369e

PAGE

Deposition Exhibits

Schlesinger Ex. 2—Time Records of Julien & Schlesinger, P.C. (various dates) 370e

Schlesinger Ex. 3—Time Records of Julien & Schlesinger, P.C. (various dates) 376e

Schlesinger Ex. 4—Time Records of Julien & Schlesinger, P.C. (various dates) 383e

Schlesinger Ex. 5—Time Records of Julien & Schlesinger, P.C. (various dates) 387e

DX G Policy and Procedure Manual (Ford Parts Division) (portion)

Dx. G

Ford Policy and Procedure
Ford Parts Division

TABLE OF CONTENTS

PREAMBLE

POLICIES

REDISTRIBUTION, INCENTIVES AND ALLOWANCES

#900 Redistribution, Incentives & Allowances

PRICES AND TERMS

#1000 Price and Discount
#1200 Refund of Federal Excise Tax
#1500 Price Protection - Government Bids
#2000 Credit Terms & Payment

FREIGHT

#3000 Freight
#3000-1 Transportation Loss & Damage Claim

INVENTORY PROTECTION

#4000 Inventory Protection
#4000-1 Replacement of Unsalable Packaging
#5000 Warranty

PROCEDURES

CLAIMING REBATES, INCENTIVES & ALLOWANCES

#6 Wholesale Incentive Claiming

ORDERING & RECEIVING

#10 Parts Ordering
#20 Receiving

RETURNS & DAMAGE CLAIMS

#30 Transportation Loss and Damage Claim Handling - Form FP-7088
#40 Parts Return - AF-340 Claims

ACCOUNTING DOCUMENTS

#50 Dealer Invoice Statement
#60 Dealer Instructions for Completing Federal Excise Tax Claiming Forms
#70 Problem Reporting

Ford Policy and Procedure
Ford Parts Division

January 1, 1972

PREAMBLE

The Ford Parts Division of the Ford Marketing Corporation, hereinafter referred to as Ford Parts Division, has published this manual to assist Ford and Lincoln-Mercury Dealers to fully comprehend the various policies and procedures governing the methods and relationships of their dealings with the Ford Parts Division.

The prices, charges, terms of sales and other pertinent provisions of this policy and procedure manual are in accordance with the valid Sales and Service Agreement and the current "Parts And Accessories Terms of Sales Bulletin."

Dealers, as referred to in the policies and procedures contained in this manual, are those Ford and Lincoln-Mercury Dealers who hold a valid Sales and Service Agreement with the Ford Marketing Corporation. Products, as referred to in this manual, are only those Ford, Autolite and Motorcraft branded products purchased directly from the Ford Parts Division or from a predecessor dealer who purchased such products directly from the Ford Parts Division. All prices referred to in the policies and procedures contained in this manual are those prices listed in the then current Master Price Lists, unless specifically indicated otherwise.

The Ford Parts Division maintains Parts Distribution Centers in convenient locations across the country to provide the fastest possible fulfillment of orders to all Ford and Lincoln-Mercury Dealers. This expedient processing and fulfillment of orders enables these Dealers to provide their customers with the best possible vehicle repair service.

Three levels of service are available from the Parts Distribution Centers, each with a cost that is commensurate with the services provided. Weekly Stock Orders qualify for the 5% Stock Order Discount and are shipped two days after receipt. Unit Down Orders are shipped the next day, but do not qualify for the 5% discount. Critical Parts Orders are shipped the same day, fastest way, but do not qualify for the 5% discount. In addition, a Special Handling Charge of 10% is applied to all Critical Parts Orders.

TYPE OF ORDER	SHIPMENT TIME	PREPAID TRANSPORTATION	STOCK ORDER DISCOUNT	SPECIAL HANDLING CHARGE	IF PARTS DISTRIBUTION CENTER IS OUT OF STOCK
*Weekly Stock Order	Two Days after Receipt	Normal	5%	None	Back ordered until stock is received
Unit Down Order	Next Day	Normal	None	None	Automatic referral to nearest Parts Distribution Center having stock
#Critical Parts Order	Same Day	Fastest Way	None	10%	Automatic referral to nearest Parts Distribution Center having stock

* In addition to his own one weekly stock order, a Dealer may also submit stock orders on eligible drop shipments to National Fleet Accounts, certified government orders and/or certified export orders under the provisions of Policy Bulletin #1000 - Price and Discount.

All Critical Parts Orders must be telephoned to a Critical Parts Expeditor at the facing Parts Distribution Center. A detailed explanation is contained in Procedure Bulletin #10 - Parts Ordering.

Under the provisions of the Warranty Policy Manual, products are those vehicular components that are purchased as a part of the vehicle from Ford Marketing Corporation or the Ford Motor Company. Such products that are under warranty are also governed by the provisions of those policies and procedures contained in the Warranty Policy Manual.

From time-to-time as changes are printed in this Policy and Procedure Manual, they will be identified by a light screening superimposed over such changes. The screening will remain until such time as the page is reprinted or further revised. This will enable changes to be quickly identified without reviewing the entire page.

The Ford Parts Division reserves the right to change or alter the conditions and provisions of the policies and procedures contained in this manual at any time without notice and without incurring any obligation whatsoever.

Ford Policy and Procedure
Ford Parts Division

BULLETIN #900 PAGE 1 EFFECTIVE 1-1-72

SUPERSEDES BULLETIN _____ DATED _____

POLICY: REDISTRIBUTION, INCENTIVES & ALLOWANCES

I. GENERAL

In order that Ford Parts Division products may be readily available to a wide variety of recognized independent garages and other installers, government and/or fleet accounts, the Division feels it is necessary to provide allowances to Vehicle Dealers to encourage such Vehicle Dealers to sell the products of the Division to eligible accounts. The Ford Parts Division has accordingly instituted the Redistribution Policy as described in this bulletin.

II. QUALIFICATION FOR WHOLESALE, FLEET REDISTRIBUTION AND GOVERNMENT INCENTIVES AND ALLOWANCES

Certain incentives and allowances are available to all Ford and Lincoln-Mercury Dealers who hold a franchise with Ford Marketing Corporation. Such incentives and allowances are in addition to the Stock Order Discount and are available only on eligible sales of eligible parts purchased directly from Ford Marketing Corporation or as otherwise indicated.

The required conditions (eligible and ineligible parts and sales) for each type of incentive or allowance are described in the appropriate section below.

Instructions for claiming such incentives and allowances are described in Procedure Bulletin #6.

A. Wholesale Incentive Program

This program provides an incentive on sales of eligible parts to enable Ford and Lincoln-Mercury Dealers to compete for sales of eligible parts to eligible accounts.

1. Eligible Parts:

a. New and unused genuine Ford-Branded replacement parts which have an incentive amount listed in the current Master Price Lists. The parts must be purchased directly from Ford Parts Division, or acquired in the stock of a predecessor dealer who purchased them directly from Ford Parts Division.

b. New and unused Autolite and Motorcraft branded parts that are identified with an asterisk (*) or a pound sign (#) to the left of the "class" column in the Master Price Lists also are eligible. The parts must have been purchased as described above.

2. Eligible Wholesale Sales

a. Sales to Automotive Service and Repair Outlets

Sales (except Car Lite glass) to any independent garage, service station, repair shop or other make non-Company dealer actually engaged in automotive service or repair work.

b. Sales to Fleet Accounts for installation by a dealer or by the fleet, providing the fleet meets one of the following definitions:

- Any fleet account listed in the Major Fleet Owner List, published by the Fleet Sales Department, Ford Division General Office.

- Any other fleet account having 5 or more engines nationally. (The engines may be in cars or trucks of any make, or industrial engines of any type; anywhere in the U.S.)

- Any federal, state, county or municipal government and their directly related subdivisions.

c. Sales to any Export Agency which purchases eligible parts for resale to customers located outside the territorial limits of the fifty (50) United States.

d. Dealer Emergency Repair Sales

Sales to another Ford or Lincoln-Mercury Dealer holding a Ford Marketing Corporation franchise, purchasing parts for an emergency repair of a retail customer's domestic Ford Marketing Corporation vehicle that will not operate without the parts, provided that the dealer making the emergency repair is more than 100 miles from his facing Parts Distribution Center.

e. "Counter" Sales to Ford Motor Company

"Counter" wholesale sales of Autolite and Motorcraft branded parts to any of the Divisions or subsidiary corporations (excluding franchised vehicle dealerships and retail service subsidiaries) that are owned or controlled in whole or in part by Ford Motor Company.

3. Ineligible Wholesale Sales:

a. Sales to retail customers.

b. Sales within a Dealership - Sales to any other departments or operations of the dealership or any other concern in the NEW or USED vehicle sales, leasing (except leasing companies which qualify as fleets as defined in eligible sales), service or parts business, that is owned or controlled in whole or in part by an owner of the dealership, and in the reasonable opinion of the Company is affiliated with or is a part of the dealership, e.g., separate used car operation, body shop, repair shop, associate dealer, etc.

c. Sales to any insurance company purchasing parts in connection with claims against it.

d. Sales to other Company Dealers or Distributors - Sales to other Ford, Lincoln-Mercury (except under the emergency conditions described under eligible sales), Ford Tractor, Authorized Reconditioner, Ford Industrial Products Dealers or distributors, or any combination thereof, or to brokers or any parties acting as intermediaries in the cross selling of genuine parts between and among any of the foregoing.

e. Sales of obsolete or surplus parts to scrap dealers or other buyers of such parts.

f. Sales of parts not purchased directly from Ford Parts Division or not acquired in the stock of predecessor dealers who acquired them directly from Ford Parts Division.

g. Sales to any customer not engaged in automotive service or repair work except as otherwise provided under eligible sales.

4. Records Supporting Claims for Incentive Allowances

Dealers shall prepare, keep up-to-date, and retain for a minimum period of two (2) years following submission of claims for wholesale incentive allowances, all such records as Ford Parts Division shall deem necessary for complete verification by Ford Parts Division of the validity of each claim. All records relating to the claimed incentives shall be subject to examination and audit by representatives of the Ford Parts Division at the Dealer's place of business at all reasonable times during regular working hours. Such records shall include sales invoices, delivery slips, accounts receivable's ledgers, sales journals, cash receipts journals, bank deposit slips, bank statements, general ledger cash and inventory accounts, and unit stock control records. All claims for wholesale incentives, whether pending or previously paid, must be supported by such records of the account and are subject to disallowance or charge-back to the Dealer's account if not appropriately supported by Dealer records. Any previous payment by the Ford Parts Division will not be deemed as a waiver.

B. Fleet Redistribution Allowance Program

This program provides an additional allowance to Ford and Lincoln-Mercury Dealers for the sales of eligible Autolite and Motorcraft branded parts to eligible fleet accounts.

1. Eligible Parts:

New and unused Autolite and Motorcraft parts that are identified with an asterisk (*) or a pound sign (#) to the left of the "Class" column in the Master Price Lists are eligible. The parts must have been purchased as described under the Wholesale Incentive Program.

2. Eligible Fleet Accounts:

a. Any fleet account listed in the Major Fleet Owner List, published by the Fleet Sales Department, Ford Division General Office.

b. Any other fleet account having 25 or more engines nationally as identified by the District on AF-2715-E. (The engines may be in cars or trucks of any make, or industrial engines of any type, anywhere in the U.S.)

c. Any federal, state, county or municipal government, and their directly related subdivisions.

d. With respect to "Counter" wholesale sales only, any of the Divisions or subsidiary corporations (excluding franchised vehicle dealerships and retail subsidiaries) that are owned or controlled in whole or part by Ford Motor Company or Ford Marketing Corporation.

e. Fleet redistribution on sales of Motorcraft/Autolite parts sold to the dealers affiliated fleet (leasing company) provided the affiliated fleet qualifies as an eligible fleet and has a separate repair and maintenance facility in which the work is done.

3. Ineligible Fleet Sales:

a. Sales of parts purchased by a fleet account for resale purposes and sales of parts to a fleet account for in-dealership repairs. However, sales of parts to fleet accounts for in-dealership repairs will still be eligible for the Wholesale Incentive.

b. Sales of parts purchased by insurance companies in connection with claims against them.

C. Spark Plug Allowance - Government Sales

This program provides an additional incentive allowance sc Ford and Lincoln-Mercury Dealers can compete for spark plug sales to government agencies.

1. Eligible Parts:

New and unused eligible spark plugs and electrical tune-up kits purchased as described under the Wholesale Incentive Program.

2. Eligible Sales:

Sales to any federal, state, county or municipal government and their directly related subdivisions only.

D. Glass Installers Incentive Program

This program is available to all franchised Ford and Lincoln-Mercury Dealers, provided that the Dealer also holds a valid "Ford or Lincoln-

Mercury Dealer Automotive Glass Installers Agreement." (Form 925-G) The program provides these Dealers with incentive rebates for Car Lite glass installed in the Dealer's shop.

1. Eligible Parts - New and unused Car Lite Glass, purchased as described under the Wholesale Incentive Program.

2. Eligible Sales - Any glass installations made in the Dealership's facilities.

3. Ineligible Sales - Wholesale sales of glass to recognized fleets which make their own installations qualify under the Wholesale Incentive Program only, and not under the Glass Installers Incentive Program.

Ford Policy and Procedure
Ford Parts Division

BULLETIN #1000 PAGE 1 EFFECTIVE 1-1-72

SUPERCEDES BULLETIN _____ DATED _____

POLICY: PRICE AND DISCOUNT

I. GENERAL

The pricing policies of Ford Parts Division for vehicle dealers are based on the functions being performed by the Dealer and are consonant with requirements of the Federal Government. The result is that two general levels of effective purchase price are defined for the Dealer.

A. When the Dealer is performing the functions of a retailer of Ford Parts Division parts, his purchase prices are the published Dealer prices.

B. When the Dealer performs the functions of a jobber or wholesaler and sells eligible parts to eligible retailers, fleet or government accounts, the initial purchase price is the same, but he may file claims under the various incentive allowance programs detailed in this bulletin, effectively lowering his purchase price to levels that are designed to be competitive with published prices at this level of distribution.

Thus, any Dealer, by taking advantage of all the policies outlined in this manual, can minimize his acquisition costs for each type of sale and be competitive in all areas of the market.

The two basic publications that detail prices on all Ford Parts Division products except batteries (which are distributed by Direct Accounts and wholesalers), are the Master Price List for Ford Dealers, AF-3636-A, and the Master Price List for Lincoln-Mercury Dealers, AF-4230. All purchases of parts and accessories from the Ford Parts Division will be invoiced at the Dealer price in effect at the time the shipper is prepared, less applicable discounts. Detailed instructions for the use of these two price lists may be found in the General Information Section of each, under "How to Use Your Dealer Price Lists."

All changes made to the Dealer Price List from revision to revision are coded by letter to indicate the nature of the change for all affected part numbers. Changes made to the General Information Section will be highlighted by a light gray shading over the printing. The standard revision program is on a bi-monthly basis - February 28 or 29, April 30, June 30, August 31, October 31, and December 31. Other revisions may sometimes be made between major revisions.

Note: The list and wholesale prices contained in all Ford Marketing Corporation price publications are suggested prices only. They are for dealer convenience only and are not intended to be, and should not be interpreted to be, determinative of the prices that a dealer may charge his customers on resale.

II. QUALIFICATION FOR STOCK ORDER DISCOUNT

A. Stock Order Discount - This discount is available on all parts, chemicals, oils, lubricants and accessories and will be granted on all orders for the same, submitted on Class "A" and "B" stock order pad, or interim form AF-419-M, as long as it is postmarked or submitted on or before midnight of the dealer's weekly scheduled due date, and is identified as being part of the weekly "Stock Order." However, only one such total stock order per week per registered dealer parts code will be granted the discount.

Note: Unit Down and Critical Parts Orders are not eligible for the Stock Order Discount. Air conditioners, anti-freeze, chemicals, oils, lubricants, and radios and clocks for warranty "float" ordered on any special order form are not eligible for the Stock Order Discount since the discount is included in the special order price.

B. Stock Order Discount - Drop Shipments: In addition to the Dealer's one total stock order per week, Dealer Drop-Ship Orders for National Fleet Accounts operating 5,000 or more vehicles may earn a stock order discount if the orders meet the following minimum dollar value (calculated at Dealer prices).

"A" Parts - Minimum Order: $650.00
"B" Parts - Minimum Order: $400.00
"C" Parts - Minimum Order: $300.00

C. Stock Order Discount - Government and Export Orders: The Stock Order Discount is also granted on the following two types of orders:

1. Certified U.S. Government parts order valued at $300.00 or more at the dealer price.

2. Certified export or state, county, and municipal government parts orders valued at $1,000.00 or more at the dealer price.

Note: Orders submitted under the provisions of (1) and (2) above do not have to be submitted as stock orders and do not affect the dealer's weekly eligibility for the Stock Order Discount on stock orders. For ease of handling, such orders should be submitted on the stock order form.

III. STOCK ORDER DISCOUNT

A Stock Order Discount of five percent (5%) of the Dealer price will be granted on all eligible products purchased directly from Ford Parts Division only if the Dealer adheres to the provisions and qualifications listed in Section II of this policy bulletin.

IV. APPLICABLE WHOLESALE, FLEET REDISTRIBUTION AND GOVERNMENT INCENTIVES AND ALLOWANCES

The incentives and allowances listed in Bulletin 900 will be granted only on products purchased directly from Ford Parts Division, or acquired in the stock of a predecessor dealer who purchased them directly from Ford Parts Division, when the qualifying requirements listed in Section IV of Bulletin 900 have been fulfilled.

A. Wholesale Incentive:

The amount of the incentive for each eligible part is listed in the "Wholesale Incentive Per Piece" column of the Master Price Lists.

B. Fleet Redistribution Allowance:

1. Spark Plug Line (including Electrical Tune-up Kits)
The redistribution allowance is 11% (calculated on the dealer price less any applicable wholesale incentive as shown in the current Master Price Lists).

2. Electrical and Wire and Cable Parts
The redistribution allowance is 14% (calculated on the dealer price less any applicable wholesale incentive as shown in the current Master Price List). These parts are identified with a pound sign (#) to the left of the "Class" column in the Master Price List.

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3. Batteries - The amount of the allowance for the batteries is shown in the General Information Section of the Master Price List.

4. All Other Motorcraft Branded Product Lines -
The redistribution allowance is 10% (calculated on the Dealer price less any applicable wholesale incentive as shown in the General Information Section of the Master Price List).

Note: The Fleet Redistribution allowance for all the above products may be claimed in addition to the amount allowed under the Wholesale Incentive Program.

C. Spark Plug Line Allowance - Government Sales:

This allowance of 7% (calculated on the Dealer price less any applicable wholesale incentive) may be claimed in addition to the amounts allowed under the Wholesale Incentive and Fleet Redistribution Programs.

D. Glass Installers Incentive Program:

The details for claiming the glass installers incentive are provided on Form AF-7931, "Application For Allowances Claimed On Installation Of Carlite Glass".

Ford Policy and Procedures
Ford Parts Division

BULLETIN #2000 PAGE 1 EFFECTIVE 1-1-72

SUPERCEDES BULLETIN _____ DATED _____

POLICY: CREDIT TERMS AND PAYMENT

I. GENERAL

Shipments and terms for products sold to Dealers by Ford Parts Division are subject to the approval of the Credit Department. The Dealer is to pay the amount due as shown on the billing statement rather than paying each invoice individually.

II. BILLING STATEMENT PERIOD

The billing statement period is defined as extending from the 26th of one month through the 25th of the following month and should contain billings for all shipments made during that period.

III. PAYMENT TERMS

The standard Ford Parts Division billing statement (Form FP-3437-FAD - Dealer's Parts Statement) is due for payment on or before the 20th of the month immediately following the billing statement period.

If payment is not made as specified above, Ford reserves the right to make further shipments C.O.D. or cash in advance.

IV. CREDIT TERMS

A. Regular Terms: Dealer purchases of Ford Parts Division Autolite and/or Motorcraft branded products during a billing statement period that amount to less than $2,000.00 and all Ford branded products regardless of the dollar value are payable in full on or before the twentieth (20th) of the month immediately following the billing statement period.

B. Extended Terms: Ford Parts Division will automatically grant sixty (60) day terms on purchases of Autolite and/or Motorcraft branded products, within any given billing statement period which total $2,000.00 or more. Payment will be due the twentieth (20th) of the second month following the billing statement period in which the products are shipped.

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C. Special Shock Absorber Terms: The following extended credit terms are offered to Dealers on volume purchases of shock absorbers during any one billing statement period provided prior authorization is obtained from the Ford Parts Division Credit Manager.

1) 1,000 - 7,999 shock absorbers (NET 120 day terms)
2) 8,000 or more shock absorbers (NET 180-210-240 day terms)

POLICY: FREIGHT

I. GENERAL

All shipments (Parts Distribution Center origin or otherwise) of Ford Parts Division products will be delivered freight prepaid via normal transportation to Dealer's normal place of business regardless of the type or value of the order. Normal transportation is considered to be the most economical means of transportation available that will assure delivery within the normal transit time for the ordering Dealer.

II. SPECIAL FREIGHT POLICIES

A. Unit-Down Orders submitted by the Dealer during one day will be consolidated and shipped freight prepaid via normal transportation the following day. Unit down orders qualify for POPP credit but not for the stock order discount.

1. Referred unit-down orders will be shipped freight prepaid from the nearest Parts Distribution Center having stock via normal transportation.

2. If the Dealer requests premium transportation, the Dealer will be charged excess transportation for the difference, if any, between normal and premium transportation costs.

3. On Class "C" Part Unit-Down Orders shipped from the National Parts Distribution Center to points within the United States, the Ford Parts Division will prepay all transportation costs, including premium transportation if normal transit time from the National Parts Distribution Center exceeds five (5) days.

B. The Critical Parts Order Program that the Ford Parts Division offers, provides for expedited handling of parts for which a critical need is indicated and is intended only for those orders requiring this level of service. Qualifying orders must be telephoned to a Critical Parts Expediter at the facing Parts Distribution Center. Such orders will be accepted for same day shipment via fastest mode with premium transportation (if required) absorbed by the Ford Parts Division. The Dealer will be charged a special handling charge of ten percent (10%) of the extended Dealer value of the order.

While the Ford Parts Division will absorb transportation costs, including premium costs required for fastest service, the Dealer will be charged any excess transportation costs resulting from his request for specific carrier or method of transportation. Critical Parts Orders qualify for POPP credit, but not for the Stock Order Discount.

C. Shipments to destinations other than Dealer's normal place of business will be made as requested. However, any additional transportation expense to Ford Parts Division in excess of the "normal" expense that would have been incurred by making shipment to Dealer's normal place of business, will be charged to the dealership.

If multiple destinations are involved, the method of calculating "excess" costs will be based on the combined charges for all the individual shipments compared to the charge that would have been incurred by shipping the total order to the Dealer's normal place of business.

D. Dealer Truckload Pick-ups of spark plugs and/or oil filters at a manufacturing plant may be arranged through the Dealer's facing Parts Distribution Center Manager.

E. Dealer Drop-Ship Orders for National Fleet Accounts operating 5,000 or more vehicles will be shipped normal transportation prepaid to the approved drop-ship location.

The minimum amount (at current Dealer prices) of a qualified Dealer drop-ship order for National Fleet Accounts operating 5,000 or more vehicles is as follows:

Class "A" parts and accessories ... $650.00
Class "B" parts and accessories ... $400.00
Class "C" parts and accessories ... $300.00

III. PREMIUM TRANSPORTATION

A. In instances wherein the Dealer requests other than normal transportation, the Dealer will be charged for any additional costs incurred by Ford Parts Division, unless otherwise specified in this policy bulletin. This would include situations wherein the Parts Distribution Center incurs additional expense when a specified Dealer routing request prevents consolidation of orders for a given shipment.

B. Ford Parts Division reserves the right to change the method of transportation specified if the requested routing would delay service or if it cannot be made.

IV. METHODS OF TRANSPORTATION

In order to provide a guide to dealers for selecting different types of transportation that are available to them for shipment of desired parts and accessories, shown below are such various methods of transportation and associated cost penalties, if any.

Effective transportation service is the daily concern of the Parts Distribution Center Traffic activity; Traffic personnel are well qualified to select the best carrier for the job required.

A. "Normal"

When dealers indicate "Normal" on the order, the Parts Distribution Center Traffic Section will always ship via the most economical method, depending upon the size and weight limitations that will assure delivery within the normal transit time scheduled for the dealership. These methods include Parcel Post, U.P.S., Bus, Rail Express, or Truck. Normal transportation charges (except on service tools) will be absorbed by Ford Parts Division.

B. "Faster Than Normal"

In instances where faster than normal delivery service is required, it is recommended that one of the following methods be selected. Use of these will allow the Parts Distribution Center Traffic Section to select the best possible method of shipping at the lowest possible cost for either surface or air transportation.

1. "Fastest Way - Surface"

The Traffic Section will always ship via the fastest method of surface transportation. In some cases, the fastest method may also be the most economical and, under these circumstances, excess charges for premium transportation are not involved. In other cases, the fastest method may not be the most economical and the additional charges for faster delivery will be charged to the Dealer. In either of the above situations, the normal transportation charges will be absorbed by the Ford Parts Division.

2. "Best Way - Air"

The Traffic Section will always ship via the most economical method of air transportation. In all shipments of this nature, the additional cost for air transportation will be charged to the Dealer, while the equivalent cost of normal transportation will be deducted from the shipping costs and absorbed by Ford Parts Division.

Selection of the "Best Way - Air" method of transportation will require separate orders for each class of parts, i.e., separate orders for "A" parts from the facing Parts Distribution Center, the "B" parts from the Master Parts Distribution Center and for "C" parts from the National Parts Distribution Center.

3. "Other - Specify"

Dealers may at any time designate a specific carrier or method of transportation. This generally occurs when dealers have knowledge of better-than-average delivery service in the local area. If compliance with such requests result in a greater cost than that for normal transportation, the additional cost will be charged to the Dealer. The normal transportation will be deducted from the shipping costs and absorbed by Ford Parts Division.

If dealers specify any method or carrier under this option, they must further clarify the request by indicating one of the following:

a. "Do Not Deviate" - The Traffic Section will honor the request whenever possible. In the event the carrier (truck) cannot, or will not pick up at the Parts Distribution Center, the shipment will be forwarded to the carrier's terminal by a local cartage service. The cost of this service will be charged to the Dealer. Request for shipment, via Parcel Post, Air Parcel Post, or United Parcel Service for material that exceeds the weight or size limitations prescribed by the Post Office Department, or United Parcel Service, will be changed to an alternate surface or air carrier, as appropriate.

b. "OK to Change" - The Traffic Section, whenever possible, will honor the request. They may, however, select an alternate carrier in order to provide faster service, or to provide equally fast service at less cost to the Dealer.

Ford Policy and Procedure
Ford Parts Division

Selection of the "Other-Specify" method of transportation will require separate orders for each class of parts; i.e., separate orders for "A" parts from the facing Parts Distribution Center, the "B" parts from the Master Parts Distribution Center, and for "C" parts from the National Parts Distribution Center.

Ford Policy and Procedure
Ford Parts Division

POLICY: TRANSPORTATION LOSS AND DAMAGE CLAIM

I. GENERAL

The Ford Parts Division will accept and process Transportation Loss and Damage Claims on shipments of parts and accessories orders placed directly with the Ford Parts Division by Ford and Lincoln-Mercury Dealers. UPS and Parcel Post shipments are included under this policy.

Any Dealer, at his own option, may file his loss and damage claims directly with the carrier. Claims for Parcel Post and UPS shipments should continue to be filed with the Ford Parts Division. Such Parcel Post and UPS claims will not require a carrier denial of responsibility; however, it must be filed on Claim Form AF-7088. (See Procedure Bulletin #30.)

II. RECEIVING PROCEDURE

A. All Shipments Except UPS, Parcel Post and Complete Shortages

1. The Dealer must check the number of packages tendered for delivery with the number shown on the carrier's delivery receipt, inspect the condition of such packages and call the driver's attention to any damaged or missing packages; make a detailed notation on both copies of the delivery receipt covering the nature and extent of damage and/or shortage. Indicate, if possible, the container number as identified on the packing slip and have the carrier's driver sign such notation on the dealer's copy of the delivery receipt.

2. If the carrier refuses to sign a damage notation at the time of delivery, the Dealer must immediately request that the carrier make an inspection and furnish the Dealer with a signed copy of the inspection report.

3. If the carrier does not comply with the Dealer's request to make an inspection, the Dealer must show in the "Remarks" section of Claim Form AF-7088, the name of the individual notified, date and time of notification and details of damage and/or shortage disclosed by the Dealer's inspection.

4. In the case of concealed damage, and in order to comply with the carrier tariff requirements, the dealer must advise the carrier in writing of such damage and/or shortages within fifteen (15) days following the date of delivery and request the carrier to inspect and prepare an inspection report covering the concealed damage. If the carrier does not comply with the request for an inspection, a copy of the written letter requesting the inspection must be submitted with the claim.

B. UPS, Parcel Post and Complete Shortage Shipments

A carrier's delivery receipt properly annotated by the carrier's driver to acknowledge damage to or shortage of packages is not required.

III. FILING CLAIMS

A. Transportation Loss and Damage Claims must be filed within thirty (30) days after receipt of shipment using Claim Form AF-7088. (Claims involving complete shortages must be filed within sixty (60) days of shipment date.) Only one claim should be filed covering damage and/or shortage sustained in one shipment. Claim Form AF-7083 covering loss or damage on direct shipments from vendors, Ford Assembly Plants, Ford Manufacturing Plants, Wixom Distribution Center and other Ford non-Parts Distribution Center locations should be filed with the Central Processing Unit in accordance with these instructions.

B. Claims arising from "Bill-to-Ship-to" shipments must be submitted by the selling Dealer in the same manner as other claims submitted by him.

C. Claims on "Will Call" orders will be accepted only in instances of concealed damage within a package which could not be readily detected at the time of pick-up; and in instances of break bulk will call shipments where sheet metal is picked up by the Dealer at a Parts Distribution Center other than the normal stocking location. The Dealer must receive repair authorization from the Parts Distribution Center at which such damaged sheet metal is picked up.

D. Claims for shortages within a package or container are to be made on Form AF-340 within fifteen (15) days from receipt of shipment.

E. All Transportation Loss and Damage Claims must be accompanied by the supporting documents indicated in Procedure Bulletin #30.

F. The Ford Parts Division reserves the right to reject any Transportation Loss and Damage Claim that is not properly documented. Returned material with improperly documented claims, or material returned to the wrong Parts Distribution Center, will be returned to the Dealer, transportation collect, with Claim Form AF-7088 used as the packing slip.

IV. DISPOSITION OF DAMAGED MATERIAL

A. Disposition of Damaged Material Except Material Received Via UPS.

1. Damaged material received as part of a stock order shipment must be returned to the final shipping Parts Distribution Center with Form AF-7088 attached. Two exceptions to this policy are:

a. Glass or liquids (paints, oil, solvents, undercoating, etc.) must be scrapped by the Dealer after obtaining the necessary documentation from the carrier to validate Claim Form AF-7088. These items should be recorded in the "Returns" column of Claim Form AF-7088.

b. Sheet metal: In the event unusual customer service considerations require that the Dealer repair a sheet metal part received on a stock order, the Dealer may repair or have the sheet metal part repaired, provided such repair will not exceed one hour or the Dealer price of the part, whichever is less. In addition to other required documentation supporting the claim, the Dealer must attach to Claim Form AF-7088 a detailed explanation of why the part could not be returned.

2. Damaged material received as part of a unit-down or critical parts order.

a. Damaged sheet metal parts received on unit-down or critical parts orders (except parts received via UPS) may be repaired by the Dealer, and the cost of the repair claimed on Form AF-7088, under the following conditions.

- Without prior approval if repair time does not exceed one hour or the Dealer price of the part, whichever is less.

- With prior approval of the facing Parts Distribution Center Manager or his designated representative, if repair time exceeds one hour or Dealer price of the part, whichever is less.

b. All other damaged parts received on unit-down or critical parts orders (except parts received via UPS) should be returned as outlined in paragraph 1 above.

B. Disposition of Damaged Material Received Via UPS

All damaged material received via UPS (stock order, unit down or critical parts order) should be held, including all packaging material, at Dealer location. To file claims, properly complete and forward Form AF-7088 via U.S. Mail to the Central Processing Unit. Await UPS notification (i.e., to scrap without prior inspection, or inspection with subsequent instructions to scrap, or pick-up by UPS). If UPS picks up damaged material, obtain a receipt and match with Dealer copy of previously submitted Form AF-7088 and retain in dealership files.

C. Cost of Returning Damaged Materials

The Dealer will not be required to pay for the return of damaged material. For orders originally shipped by LTL (truck), damaged material should be returned by the same carrier, free astray.

If returned free astray, the dealer-prepared bill of lading must show as a cross reference, the carrier's delivery receipt number from the original shipment delivered to the dealership. If the carrier refuses to return the damaged material free astray, the material should be returned cheapest way - collect.

For orders originally shipped by any method other than LTL (truck), damaged material should be returned cheapest way - collect. Credit for postage will automatically be allowed to the Dealer on damaged material returned to the Parts Distribution Center via Parcel Post.

V. REORDER OF DAMAGED OR LOST MATERIAL

Material which is lost or damaged during transit should be promptly reordered by the Dealer. There will not be an automatic replacement even though such damaged material may be subsequently returned to the Parts Distribution Center.

VI. CLAIMS REIMBURSEMENT

A. Shortages or Damaged Parts Returned to Parts Distribution Center

Dealers will receive credit for parts shortages or damaged parts returned to the Ford Parts Division, Parts Distribution Center at the Dealer price, less applicable discounts and allowances shown on the invoice. Dealers will be reimbursed for any premium outbound freight cost charged to the dealership by the Division.

The Dealer must request reimbursement by indicating the amount (based on invoice debit amount) in the "Remarks" Section of Form AF-7088. Dealers will also be reimbursed for any Parcel Post postage paid by the Dealer to return the damaged material.

B. Repair of Damaged Sheet Metal

Dealers will be reimbursed for authorized repair time at the same hourly rate as that prescribed for body repair by the Automotive Assembly Division for filing Claim Brief for Vehicle Loss or Damage. Form 3715. The repair order number must be shown in the "Remarks" section of Form AF-7088.

In the event Dealers lack facilities to repair the damaged sheet metal, they may sublet the repair work to a local shop. The cost of the sublet repair may be claimed and must be substantiated by attaching a copy of the paid repair order or invoice (showing complete charges) to Form AF-7088.

C. Waiver of Carrier Inspection Report

Where concealed damage to sheet metal has been incurred on unit down or critical parts orders, and it is necessary to repair the customer's vehicle prior to the time a carrier inspection can be secured, the facing Parts Distribution Center Manager or his designated representative may authorize waiver of the carrier inspection report requirement. In such cases, the date and name of the person authorizing the waiver should be indicated in the "Remarks" section of Form AF-7088.

D. Premium Outbound Freight Reimbursement

On lost or returned items, Dealers may request reimbursement for any premium transportation cost charge to the Dealer by the Ford Parts Division on the outbound shipment by indicating the amount (based upon invoice debit amount) in the "Remarks" section of Claim Form AF-7088.

POLICY: INVENTORY PROTECTION

I. GENERAL

Products eligible for return under any of the Inventory Protection Programs are limited to new and unused products (excluding ineligible products defined below) purchased directly from Ford Parts Division, or from a predecessor dealer who purchased such parts directly from Ford Parts Division, provided the products are, at the time of return, being sold by the Ford Parts Division and have not been obsoleted more than two years.

In addition, all products to be returnable must (except as described in Section III-B) be readily resalable by being undamaged, identifiable by part number, and in readily usable, decorative carton in the correct unit of issue.

A. Ineligible Products

The following products are ineligible for return under the Parts Obsolescence Protection Programs or the New Model Parts Packages.

1. Rebuilt clutch discs and pressure plates
2. Forms charged to Dealers
3. Service tools
4. Merchandising and other promotional materials, except premiums offered on specific product lines where return privileges are described in the premium program announcement.
5. Cabinets and Identification Material
6. Competitive branded parts regardless of packaging
7. Advertising materials
8. Products that are not readily resalable

a) Products will not be considered of readily resalable quality for return if they are in any of the following conditions.

Bent	Dirty
Broken	Disassembled
Burnt	Discolored
Corroded	Fused
Cracked	Hammered
Damaged by water or other fluids	Out of Alignment
	Out of Calibration

Pitted
Punctured
Rusty
Dented, Scratched or Otherwise
Defaced or marred

Kits (unit packages containing more than one part, all parts of which are not identical) will not be acceptable for return if the kit packages are broken, unsealed, or show evidence of having been opened.

Any questionable items should be referred to the local Redistribution Center Manager for review prior to return.

B. Disposition of Returned Material Unacceptable for Credit

Returned material, which does not qualify for credit, will be returned to the Dealer, transportation charges collect, if the Dealer does not notify the Parts Distribution Center to dispose of the material by scrapping. Notification means that the Dealer must, within ten (10) working days after receipt of request for disposition of non-qualifying returned material, notify the Parts Distribution Center to return the ineligible material, transportation collect, or to scrap such ineligible material.

II. PARTS OBSOLESCENCE PROTECTION PROGRAM

A. Introduction - The Ford Parts Division basic inventory protection program is based on the accrual of Parts Obsolescence Return Allowances. The basic inventory protection program is titled the Parts Obsolescence Protection Plan - POPP. In addition, there are various special programs under which the Dealer may qualify to return products for specific reasons.

B. Parts Obsolescence Return Allowance - Generation of Allowance

The accrual of this allowance is based on 5% of the value (at Dealer prices) of all parts, chemicals, oil and lubricant purchases. Purchases of accessories, promotional material, parts cabinets, forms charged to Dealers and rebuilt clutch discs and pressure plates are not eligible for generation of the Parts Obsolescence Return Allowance. The 5% Obsolescence Return Allowance is generated on all purchases of parts, chemicals, oils and lubricants, regardless of the type of order, with the following two exceptions:

1. Certified export parts orders valued at $1000 or more. These orders, however, will be eligible for 5% Stock Order Discount.

2. Dealer drop-ship orders for National Fleet Accounts operating 5,000 vehicles or more.

C. Usage of Parts Obsolescence Allowance Generated - The Vehicle Dealers 5% allowance on eligible product purchases are for the specific purpose of determining the maximum value of parts that may be returned to the Ford Parts Division under the POPP program described below.

1. Dealer Privilege Returns

a. Returnable without prior approval.

- All items offered for sale except those classified "AA," "BA" or "CA" (accessories), anti-freeze, Class "V" and "Z" parts (vendor direct ship), non-serviced production sourced items (Class "L"), chemicals, oil, lubricants, high performance parts and special order (DSO) may be returned under this program without prior approval of Form AF-340. Up to 90 days following the date of shipment is allowed in which to file the AF-340 forms and return the merchandise.

- Accessories - New model purchased prior to February 28 in a new model year, may be returned any time through May 31 of the model year.

- Accessories - All other - up to 90 days following the date of shipment is allowed to permit the return to the stocking Parts Distribution Center.

b. Returnable with prior approval

Class "V", "VA", "Z" and "ZA" Parts and Accessories, anti-freeze, chemicals, oil and lubricants; non-serviced production sourced items (Class "L"), special order (DSO) and high performance parts may be returned under this program provided prior approval of Form AF-340 is obtained. Fifteen (15) days are allowed from the date of shipment for the Dealer to secure the Parts Distribution Center Manager's approval of Form AF-340. Following approval, Form AF-340 will be returned to the Dealer. Upon receipt of the approved Form AF-340, the Dealer has thirty (30) days to complete the return to the destination designated by the Parts Distribution Center.

c. The amount of parts returnable under Dealer Privilege Returns in any calendar quarter should not exceed the Dealer's cumulative "Net Allowance" generated during that calendar quarter. In the event that Dealer Privilege Returns in any calendar quarter exceed the "Net Allowance" generated during that calendar quarter, the excess return will be deducted from the unused "Net Allowance" generated during the prior calendar quarter.

d. Privilege Returns will be valued at the current Dealer price, less any applicable quantity discount and 5% stock order discount. Dealers will be credited on the monthly statement at the above value.

e. The Dealer is to prepay the return transportation. A debit (charge) will be made for any transportation by Ford Parts Division on the original shipment to the Dealer. This charge will be determined by applying the average cost per hundred weight for the type of original order to the weight of the products returned.

f. The Packing Slip Number must be referenced on Form AF-340 to return either parts or accessories under Dealer Privilege Returns.

2. Special returns may be authorized in extenuating circumstances where necessary to prevent undue depletion of POPP allowance resulting from abnormal situations caused by a single dealer ordering error or single customer failure to accept items originally ordered. In such cases, the value of ordered parts must amount to fifteen percent (15%) or more of the estimated POPP allowance for the current calendar year. Dealer must submit AF-340 claim together with a detailed explanation of circumstances to the District Sales Manager for review and approval.

3. Quarterly Return Program

a. Parts returnable under this quarterly program will be contained in the Master List, FP-9318, that is offered for sale to the Dealer. The Master List, FP-9318, will be reprinted semi-annually to reflect changes to parts returnable under this program.

b. The Master List, FP-9318, will be available one month prior to the Dealer's scheduled quarterly return date and will list those parts offered for sale by the Ford Marketing Corporation during the preceding 24 months which will be eligible for return privileges.

c. Dealers will receive a statement each month that shows the POPP allowance and Dealer Privilege Returns for the current month and quarter-to-date. When these credits are eligible for returns, the Parts Distribution Center Manager will notify the Dealers by letter indicating the maximum allowance available for return and the scheduled return date. If the return exceeds the available allowance, credit for the excess portion will be deferred until eligibility requirements are met. The "Net Allowance" at the end of each quarter represents the 5% POPP allowance generated on total parts purchased less Dealer Privilege Returns during the quarter. An example of the program is shown below:

"Net Allowance" Shown on the Dealer's Monthly Statement Dated	Quarter in Which Returns are Made					
	1971		1972			
	3rd	4th	1st	2nd	3rd	4th
March 31, 1971	x	x				
June 30, 1971		x	x			
Sept. 30, 1971			x	x		
Dec. 31, 1971				x	x	
March 31, 1972					x	x
June 30, 1972						x

POPP returns during the fourth quarter, 1971, were charged first against the unused "Net Allowance" as of March 31, 1971, with any excess of returns then charged against the "Net Allowance" for the quarter ending June 30, 1971. Any unused "Net Allowance" for the quarter ending June 30, 1971, will be carried forward and applied to the quarterly returns made during the first quarter 1972. The unused "Net Allowance" for any one quarter may be carried forward only one quarterly return period. Thus, if returns in the fourth quarter, 1971 and first quarter, 1972, are not sufficient to use up the April-June, 1971 "Net Allowance," any unused April-June, 1971 "Net Allowance" remaining may not be carried forward.

d. Returnable without Prior Approval - No prior approval is required if the FP-9318 pad is used for itemizing and shipping the returns; however, the dealer must adhere to the shipping date schedule furnished him by the facing Parts Distribution Center Manager. The Dealer must prepay return transportation cost.

e. Returnable with Prior Approval - Prior approval by the Parts Distribution Center Manager is required if the Dealer uses Form AF-9320 for his quarterly return. The dealer must prepay return transportation costs.

f. Obsolete parts - (replaced or not replaced prior to two years back) are not listed and cannot be returned. If attempts to return such a part under a replacing number are made, it will be returned to the Dealer "collect" transportation.

g. Final Return Items - Items identified by a single or double asterisk in the column captioned "final" are being listed for the last time. These items will not appear on subsequent Master Lists:

- Single Asterisk - Item when obsoleted was either "not replaced" or "replace by" another part.
- Double Asterisk - Item when obsoleted was to be "mixed with" the replacing part.

h. Credit will be issued at the Dealer price shown on the Master List Form FP-9318, less any applicable quantity and/or 5% Stock Order Discounts.

i. Detailed instructions on filling out the appropriate forms for the Quarterly Return Program are included on the General Instruction Sheet supplied with each pad (Form FP-9318).

j. A packing slip reference number is not required on FP-9318 when returning parts under the Quarterly Return Program.

III. MATERIAL RETURNS PROGRAM (NON POPP)

A. New and Salable Merchandise

1. New Model Advance Orders - Recommended Quantities

a. Such returns may be made in not less than six months, but not in excess of one year from the original date of shipment.

b. Form AF-340 requires reference to the original Advance Order Pad Shipping document regardless of actual shipping document number on subsequent shipments.

2. Parts Distribution Center - Shipped in Error

All classifications of parts and accessories, except noted below, may be returned without prior approval within 60 days of the Parts Distribution Center shipping date, providing the part number and packing slip number are included.

a. Non-serviced and production sourced items (Class "L") - prior approval of the appropriate AF-340 is required and fifteen (15) days are allowed from the date of shipment for filing.

b. Any "replacing part" - any part shipped as a "replacement" for the part ordered may be returned providing both part numbers and the shipping invoice number are shown on the claim Form AF-340. Thirty (30) days are allowed for filing such returns, from the date of Parts Distribution Center shipment.

c. Special order (D.S.O.) and high performance parts - prior approval of the appropriate AF-340 is required. Fifteen (15) days are allowed from the date of Parts Distribution Center shipment for filing.

3. Sampling Shipments

a. New accessories - such returns may be made within one year of original shipping date.

b. Form AF-340 requires reference to the packing slip.

c. All production installed accessories, seat covers and other items listed on the Advance Order pad are excluded.

4. Dealer Terminations

a. Special forms must be used in accordance with instructions from the facing Parts Distribution Center.

b. Credit allowance for merchandise and transportation prepaid by the Dealer, as per Ford Sales Agreement.

c. Packing slip reference number is not required for return of merchandise under this program.

5. Change-over to Satisfy a Fleet Account (Non-service parts only)

a. The dealer is allowed fifteen (15) days from date of shipment to submit claim to the facing Parts Distribution Center. Parts Distribution Center Manager forwards claims to assembly plant.

b. Credit amount will be determined by the Plant Manager at the receiving assembly plant, with an allowance granted for any prepaid transportation.

c. A packing slip reference number on AF-340 is not required for returns under this program.

B. New and Unsalable Merchandise

1. Defective Merchandise

a. There is no time limit and no prior approval required, except as follows:

(1) Glass items should be inspected and the claim approved by Ford Parts Division National Account Glass Sales Manager.

(2) Non-serviced items and production sourced items must be returned within 15 days of the original shipment date.

b. A packing slip reference number on AF-340 is required when returning merchandise under this program.

2. Merch... Packa...

Claims ... within ... portati...

...aged or Lost in Transit, or Shortages Within a

...rchandise loss or damage in transit, or shortages ...ge, should be filed in accordance with the Trans- ... and Damage Claims Policy (Bulletin #3000-1).

3. Merchan...

a. Ther...

...th Missing Components

b. Pri...

...o time limit on such returns.

c. A pa... retu...

...oval is required on the Form AF-340.

4. Items R...

...slip reference number on AF-340 is required when ...erchandise under this program.

a. There ... serv...

...gly Packaged or Marked

b. Non- with...

...o time limit on such returns, except for non- ... production sourced items.

...d and production sourced items should be returned ...teen (15) days of the original shipment.

c. A pa... retu...

5. Notifi...

...slip reference number on AF-340 is required when ...erchandise under this program.

a. The ... Mana... Comp...

...f Unsatisfactory Stock

...imit on such returns will be "as specified" by the ... the Parts Distribution Center specified in the ...tification.

b. A pa... unde...

C. Basis of Cr... at curren... Stock Order ... ment. All ... credited, a... Obsolescenc...

...slip reference number is not required for returns ... program.

...Unless specifically stated above, credit will be made ...rice less any applicable quantity discount or 5% ...nt, if invoice reference indicates stock order ship- ...rtation prepaid by the dealer on returns will be ...opriate 5% adjustments will be made to the Parts ...n Allowance.

D. Billing Err... issued for ...

...o time limit for filing - Credit or charge will be ...nce between correct price and price billed in error.

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Ford Policy and Procedure
Ford Parts Division

BULLETIN #4000-1 PAGE 1 EFFECTIVE 1-1-7

SUPERCEDES BULLETIN _____ DATED _____

POLICY: REPLACEMENT OF UNSALABLE PACKAGING

I. GENERAL

This policy describes the circumstances and conditions under which the Ford Parts Division will permit "repackaging" of Autolite, Motorcraft or Ford branded products. This policy does not include provisions for "reboxing" of competitive products to facilitate conversions of a Dealer's wholesale customers to the Ford Parts Division's parts numbering system. Because of our desire to ensure the highest quality standards relative to the use of these brand names, and our desire to ensure that the products marketed under such brand names comply with all safety regulations, we do not provide imprinted cartons, gum tape or other materials to our customers for "repackaging" purposes. We do recognize, however, that certain circumstances may dictate the need for "repackaging." Under those circumstances, Autolite, Motorcraft, or Ford branded products requiring "repackaging" may be handled as outlined in this policy bulletin.

Note: For policy purposes the Ford Parts Division defines "repackaging" as the introduction of Ford Parts Division branded merchandise into the appropriate branded package; "reboxing" is the introduction of non-Ford merchandise into packaging bearing Ford-brand identification which, however, indicates the part is not a Ford product.

II. REPACKAGING POLICY - (Excluding Batteries)

A. Form AF-340 listing parts to be repackaged, and order Form AF-419M, listing the part numbers and quantities to be replaced must be submitted to the District Sales Manager, requesting this service. The same part numbers and quantities should appear on both forms.

B. Upon approval by the District Sales Manager, Area Manager, and General Sales Manager, the order form AF-419M will be forwarded to the Parts Distribution Center Manager, who will direct that the replacement order be prepared, shipped and billed to the Dealer.

C. The approved Form AF-340 will be returned to the Dealer authorizing shipment of the material requiring repackaging to a repackaging location. The Dealer will return the material as directed, transportation prepaid.

D. Within thirty (30) days, the material will be quality-checked and authenticated as genuine Ford Parts Division products. Credit will be allowed the Dealer at current Dealer price, less applicable discounts, less fifteen percent (15%) of the Dealer price for repackaging. Parts not meeting parts specifications, as well as non-genuine Ford Parts Division parts will be returned to the Dealer, transportation collect.

Ford Policy and Procedure
Ford Parts Division

PROCEDURE: WHOLESALE INCENTIVE CLAIMING

I. GENERAL

The Ford Parts Division rebates to Dealers a wholesale incentive based on reported sales of eligible parts to eligible customers. For a definition of eligible parts and eligible customers, please refer to Policy Bulletin #900. The method for claiming wholesale incentive is explained in this procedure.

There are two ways in which a Dealer can prepare his wholesale incentive claim:

- WINS System
- AF 2715 System

II. WINS SYSTEM

A. Manual Procedure

1. Eligible Parts Identification Procedure -

a. All parts sold in the dealership are recorded on either a counter ticket or a repair order.

b. A Dealer may claim wholesale incentive on all eligible parts sold to an eligible wholesale account.

1. Eligible parts - all parts which carry an incentive amount in the wholesale incentive per piece column of the Master Price Lists.

2. Eligible customers have been classified in the claim pad into four customer categories for the purpose of preparing the claim. The four customer categories are explained below.

- Shop Wholesale - sales to fleets and government agencies when the part is installed in the dealership's shop.

- Ford Emergency - Emergency sales to Ford and Lincoln-Mercury Dealers located over 100 miles from their facing Parts Distribution Center.

- Major Fleet and Government - Fleets of 25 or more engines and all local, state, or federal government agencies.

- Wholesale Accounts - All other customers including counter sales to fleets.

c. All counter ticket or repair order sales to eligible customers must be coded to properly identify all eligible sales to each of the four customer categories.

1. Identify on the counter ticket or repair order the eligible customer as either (1) wholesale, (2) major fleet or government, (3) Ford dealer emergency or (4) shop wholesale, by means of an easily recognized code, e.g., W (wholesale), F (major Fleet), E (Ford dealer emergency), S (shop wholesale) G (government).

2. Identify all eligible parts code "P" or "N" shown in the wholesale incentive with a per piece column in the Master Price List.

d. Wholesale Claim Pad - This pad (FP 2714) contains all the forms required for claiming.

2. Recording Eligible Parts Sales

a. Record the quantity of each part number coded "P" of the claim pad.

b. Parts coded "N" are recorded in the write-in section by entering the prefix, base, and suffix in the appropriate column, and the quantity sold in the proper customer category column.

c. The Wholesale Incentive and Fleet Redistribution on all Motorcraft and Autolite branded parts are claimed automatically by recording the quantity sold in either the pre-printed or write-in section of the pad under the major fleet or government column.

d. The Spark Plug Allowance is claimed automatically by additionally recording the spark plug or electrical tune-up kit sale on the Supplemental Allowance Claim Spark Plug and Electrical Tune-Up Kit Sales to Government form.

e. The beginning and ending document numbers of counter tickets and repair orders claimed on must be listed in the space provided on the claim transmittal.

3. Summarizing and Submitting the Claim

After all claims for the month have been recorded from the counter tickets and repair orders onto the claim pad, the following procedure is recommended for preparing the claim for submission:

a. Record the piece sales from the left hand side of the pre-printed pages (a net total of sales minus returns) on the right hand tear sheet opposite the same part number in the same customer category column.

b. Record the piece sales from the left hand side of the supplemental government spark plugs and electrical tune-up kits pages (a net total of sales minus returns) opposite the same part number on the right hand tear sheet.

c. Tear off all strips on which there is a part claimed.

d. The write-in sheets should be checked for accuracy and legibility and separated from the pad.

e. The tear sheets from (1) pre-printed pages, and (2) supplemental government spark plug and electrical tune-up kit pages and (3) write-in sheets attached to the claim transmittal.

f. The office manager completes the claim transmittal by recording certain parts sales information from the financial statement.

g. The dealer or other authorized dealership official signs the transmittal certifying the accuracy of the claim. The claim is now ready for submission.

h. The completed claim is placed in the envelope (FP 2713), and mailed to:

Ford Parts Division
Incentive Control & Analysis Department
P. O. Box 3046
Livonia, Michigan

The above procedures are included on the cover of the claim pad. Ford Parts Division Zone Manager should be contacted if, you have any questions about the Wholesale Incentive System Claiming Procedure.

B. Automated Procedure

To assure that the data collection procedures and format maintained by system vendors are compatible with the Division's wholesale incentive claim system, dealers must obtain approval from the Ford-Parts Division that the system to be used has been certified by the Division. This certification will assure that the procedures and data used by the system vendor will accurately accumulate and record the dealers claim in the prescribed format. Questions regarding vendor systems certification for automated incentive claiming should be directed to the District Sales Office. Ford Parts Division will certify and vendor as long as the system meets the compatibility and accuracy requirements.

1. Automated Claiming Input

Daily entries of part numbers to relieve inventory, when properly coded to indicate appropriate customer category, will automatically summarize and compute wholesale incentive claims.

The automated systems vendor will submit a monthly report to the Dealer summarizing in part number sequence the quantity claimed by customer category for each part number. In addition, the amount claimed will be shown for each part number and total.

2. The beginning and ending document number of counter tickets and repair orders must be listed in the space provided on the claim transmittal by the dealership.

3. Submitting the Claim

a. The summary listing of the month's wholesale incentive claims by part number, which the vendor submits to the dealer, attached to the claim transmittal.

b. The office manager completes the claim transmittal by recording certain parts sales information from the financial statement.

c. The Dealer or authorized dealership official signs the transmittal certifying the accuracy of the claim. The claim is now ready for submission.

d. The completed claim is placed in the envelope (FP 2713) and mailed to:

Ford Parts Division
Incentive Control & Analysis Department
P. O. Box 3046
Livonia, Michigan - 48151

Contact the Ford Parts Division Zone Manager if you have any questions about wholesale incentive procedure. If you have any questions about specific input techniques for claiming wholesale incentive, contact your system's vendor.

III. AF 2715 SYSTEM

A. Manual Procedure

1. Eligible Parts Identification Procedure

a. All parts sold in the dealership are recorded on either a counter ticket or a repair order.

b. A Dealer may claim wholesale incentive on all eligible parts sold to an eligible wholesale account.

1. Eligible parts - all parts which carry an incentive amount in the wholesale incentive per piece column of the Master Price Lists.

2. Eligible customers have been classified on the AF 2715-A form into customer categories for the purpose of preparing the claim. The customer categories are explained below.

- Wholesale - Service stations, body shops, independent garages, fleets.
- Shop - Sales to fleets when the part is installed in the dealership's shop.
- U.S. - Counter and shop sales to any federal government department or agency.
- State/Local - Counter and shop sales to all city, county or state government agencies.
- Emergency Sales to Dealer - Emergency sales to Ford and Lincoln-Mercury Dealers located over 100 miles from their facing Parts Distribution Center.

c. All counter tickets or repair order sales to eligible customers must be coded to properly identify all eligible sales to each of the customer categories.

1. The counterman must identify on the counter ticket or repair order the class of eligible customer such as non-government wholesale, shop, government - U.S. - local/state, or Ford Dealer Emergency.

2. The counterman must also identify all counter tickets to major fleet or government accounts eligible for fleet redistribution allowances.

d. Wholesale Claim Form - All dealers using a manual claiming procedure may obtain Summary of Parts Incentive on Allowances (AF 2715-A) forms from then facing Parts Distribution Center. This form is used for recording the incentive amount claimed for counter tickets and repair orders.

2. Recording Eligible Parts Sales

a. Locate the part number in the Dealer Price List. Determine that the part has a wholesale incentive amount per piece. Record the wholesale incentive per piece amount on the counter ticket or repair order. For multiple sales the incentive per piece must be multiplied by the quantity sold and recorded on the document.

b. Summarize total wholesale incentive claimed on the counter ticket or repair order and circle this total.

c. Autolite/Motorcraft branded parts are eligible for fleet redistribution allowance in addition to the standard wholesale incentive. These parts sold to major fleets and governments over the counter must be further identified as eligible for fleet redistribution allowance. The allowance is computed and recorded as a separate total on the document for entry to the AF 2715-A.

d. Spark plugs and electrical tune-up kits sold to government agencies are eligible for a spark plug allowance on government sales in addition, to the wholesale incentive and fleet redistribution. The spark plug allowance must be identified and computed on the document as a separate total for entry on the AF 2715-A.

3. Summarizing and Submitting the Claim

All claims must be recorded from the counter ticket or repair order onto the claim form (AF 2715-A), the following procedure is recommended:

a. Record from the repair order or counter ticket the date of sale, the document number and the total wholesale incentive amount on the claim form. The amount must be recorded onto the form in the proper class of customer column, wholesale, shop, and etc.

b. Record fleet redistribution from the counter ticket onto the claim form in the Fleet Redistribution Allowance column.

c. Record spark plug allowance from the counter ticket onto the claim form in the Spark Plug Allowance on Government Sales column.

d. Total all class of customer columns on <u>each</u> AF 2715-A used.

e. Total all AF 2715-A forms into a grand total and enter the total amount claimed on the Application for Incentives and Allowances Claimed on the Sale of Ford Parts (AF 2715) into the proper class of customer category.

f. The claim application is completed by recording dealership identification and certain parts sales information from the financial statement.

g. The dealer or other authorized dealership official sign the form certifying the accuracy of the claim. The claim is now ready for submission.

1. The completed claim is placed in the envelope (FP 2713) and mailed to:

Ford Parts Division
Incentive Control & Analysis Department
P. O. Box 3046
Livonia, Michigan - 48151

The above procedures are printed on the back of the application form AF 2715. Your Ford Parts Division Zone Manager should be contacted if you have any questions about the wholesale incentive claiming procedure.

B. Automated Procedure

Many dealers utilize an automated accounting system for wholesale incentive claiming. Wholesale Incentive amount claimed on each document is determined as described in the manual procedure.

1. Automated Claiming Input

Daily entries of date of sale, document number and incentive amount claimed, when properly entered with the daily accounting transactions, will automatically summarize wholesale incentive claims. The automated accounting vendor will submit a monthly report to the Dealer indicating the date, document number and amount claimed.

2. Submitting the Claim

a. The total amount claimed by customer is transferred to the Application for Incentive and Allowances Claimed on the Sale of Ford Parts (AF 2715).

b. The office manager completes the application by recording dealership identification and certain parts sales information from the financial statement.

c. The dealer or authorized dealership official signs the transmittal certifying the accuracy of the claim. The claim is now ready for submission.

d. The completed claim is placed in the envelope (AF 2713) and mailed to:

Ford Parts Division
Incentive Control & Analysis Department
P. O. Box 3046
Livonia, Michigan - 48151

Contact the Ford Parts Division Zone Manager if you have any questions about wholesale incentive procedure.

Ford Policy and Procedure
Ford Parts Division

PROCEDURE: PARTS ORDERING - VEHICLE DEALERS

I. GENERAL

The proper and accurate ordering of Ford Parts Division parts from the various stocking locations, is one of the most important functions for maintaining your parts inventory. It is a vital aspect in the profit center aspect of your business; not only for your service business, but also for any parts wholesaling you may undertake.

This procedure covers virtually every ordering situation that may arise in everyday working conditions. Make certain that all personnel in your organization that are involved in the purchasing and inventory cycle, are thoroughly familiar with the aspects of this procedure bulletin.

With exceptions noted below, all orders, regardless of the type of merchandise or stocking locations, must be placed with the facing Parts Distribution Center for maximum effectiveness. The exceptions are:

U. S. Government multiple destination or special packaging orders should be forwarded directly to the Government and Fleet Sales Department, Ford Parts Division, P. O. Box 3000, Livonia, Michigan 48151.

- Pantera Parts (identified with D16Y or D26Y part number prefixes) can be ordered from your facing Parts Distribution Center in the normal manner.

Certain Remanufactured Clutch Disc and Pressure Plate part numbers are published in the Master Price List for convenience and information. Orders for these items should be forwarded directly to the selected Authorized Ford Remanufacturer.

II. ONE-PARTS DISTRIBUTION CENTER ORDERING SYSTEM

The key to the One-Parts Distribution Center Ordering System is the Central Processing Computer. This equipment electronically processes orders, determines parts availability, and prints shipping orders simultaneously at all locations from which parts are going to be shipped. The Central Processing Computer also maintains an inventory of each part stocked at all Parts Distribution Centers and automatically updates this inventory as parts orders are printed.

A. Ordering - All parts orders should be submitted or phoned only to the facing Parts Distribution Center. Orders submitted to other Parts Distribution Centers will be referred to the facing Parts Distribution Center, causing unnecessary delay.

B. Processing - The facing Parts Distribution Center prepares orders by punching all the information on computer cards, then feeds the data into the Parts Distribution Center Computer, which is connected to the Central Processing Computer in Detroit, via high speed telephone lines.

C. Central Processing - The Central Processing Computer automatically begins processing orders by determining availability at the nearest stocking location. For critical and unit down orders, if stock is not available at the regular stocking locations, the computer determines the nearest Parts Distribution Center which has the part in stock.

D. Shipping Processing - The Central Processing Computer directs each Parts Distribution Center computer to print the shippers on those parts to be shipped by that stocking location. In addition, the facing Parts Distribution Center forwards to the Dealer a memo shipper that indicates the "status" of all parts ordered and the Parts Distribution Center from which such parts will be shipped. The shippers from other Parts Distribution Centers carry only the information for the parts being shipped from those locations. The shipper also lists a "Parts Distribution Center Order Reference Number (DOR)." Since orders placed with the facing Parts Distribution Center may result in shipments from multiple locations, each containing a different "Shipper Number," the DOR number permits cross-referencing shipments received against the original order. The facing Parts Distribution Center will assign this number upon receipt of the order. When parts are back ordered and later released and shipped with another order, this number will be shown on the same line as the part number in the column so labeled in the body of the form.

E. Delivery - The One-Parts Distribution Center Ordering System means that the entire order will be delivered faster -- for improved service to customers. For parts orders referred to another location, the shipper from the facing Parts Distribution Center indicates exactly where the parts are coming from. Referred parts will be picked and shipped from alternate Parts Distribution Centers at the same time the order is being picked and shipped from the facing Parts Distribution Center.

F. Order Inquiry and Follow-Up - The shipper forms provide the order placer with the disposition of each part ordered. The facing Parts Distribution Center will forward a copy of the form along with the parts shipped from that location. If no parts are shipped, the shipper copy will be mailed for information only. In addition, each additional Parts Distribution Center involved in filling an order will forward a copy of its shipper as a packing slip. That shipper will contain sufficient information to facilitate cross-referencing to the original order. Additional information concerning a particular part ordered can be obtained by contacting the facing Parts Distribution Center. Always provide as much reference information as possible, including the Parts Distribution Center Order Reference Number and Shipper Number, if applicable. Regardless of class of shipment or Parts Distribution Center indicated as the shipping locations, ALWAYS follow up with the facing Parts Distribution Center.

G. Referrals and Back Orders - The One-Parts Distribution Center Order Processing System assigns top priority to Critical and Unit Down orders. If necessary, the inventory of every Parts Distribution Center in the nation is screened to locate the parts. When stock is definitely not available at any Parts Distribution Center, the order is forwarded to the Ford Parts Division General Offices, where a parts specialist will arrange to obtain the part from an assembly plant or from the manufacturer as soon as possible. Weekly Stock Orders are filled by the facing Parts Distribution Center, master Parts Distribution Center or National Parts Distribution Center, based on parts classification. If stock is not available, the parts will be back ordered. Back orders are released as soon as stock is available and will be included with the next stock order. The original Parts Distribution Center Order Reference Number will appear on the shipper to enable cross-referencing.

H. Specified Routing - Under the One-Parts Distribution Center Ordering System, all classes of parts will be ordered on a single order submitted to the facing Parts Distribution Center. Best service will be obtained if the selection of transport mode and carrier is left to the Parts Distribution Center Traffic Section. However, if desired, it is possible to request a specific routing from either the facing Parts Distribution Center in the case of Class "A" parts; the master Parts Distribution Center location in the case of Class "B" parts; or the National Parts Distribution Center in the case of Class "C" parts. A request for specific routing requires submission of separate orders for each class of parts. NOTE: The separate orders for each class of parts should all be submitted to the facing Parts Distribution Center.

I. Invoice and Monthly Parts Statement - All Parts Distribution Center shipments are priced based on the prices in effect on the date the shipper is prepared. Direct Vendor Shipments will be priced based on prices in effect at the time of shipment from the vendor.

J. Cancelling an Order: An order may be cancelled by writing a memo or telephoning the facing Parts Distribution Center and notifying such Parts Distribution Center that the order is no longer required. Critical parts or unit-down orders that are placed on a "ship or cancel" basis will be cancelled if the normal facing Parts Distribution Center is out of stock. Back orders are automatically cancelled after 60 days.

Note: Specific instructions for orders of a special nature are contained in Section IV.

III. TYPES OF ORDERS

A. General

There are three types of orders: (A) Weekly Stock Order, (B) Unit-Down Order and (C) Critical Parts Order. Weekly Stock Orders are shipped from the Parts Distribution Center within 48 hours after receipt of order; Unit-Down Orders are shipped within 24 hours; and Critical Parts Orders are shipped the same day on which the order is received.

1. Parts Classification and Order Forms

All Ford Parts Division parts are classified according to a "Parts Distribution Center Parts Class" code. The "class" code for all parts is listed in the Ford Parts Division published price list under the column titled "class."

This class code is important only for the placement of stock orders other than class A or B. In those instances where other class item parts are ordered, the use of form AF-419-M is required.

Class A and B parts are to be submitted on the Weekly Stock Order pad to the facing Parts Distribution Center.

Ordering parts from the Ford Parts Division involves the use of specialized types of order forms. The most commonly used forms are listed below.

Form Number	Description	PDC Parts Class Included in Order	PDC To Which Order Is Submitted
AF-1935	Dealer Weekly Stock Order Pad	A & B	Facing PDC
AF-419-M	Unit Down Orders	All Classes	Facing PDC
AF-419-M	Inactive Parts Order	"C", "CQ", "CY", "Z", "CE", "CH"	Facing PDC

The Weekly Stock Order Pad contains convenient order pages for use in obtaining the forms (other than stock order pads) mentioned above plus other forms and publications. Forms and publications are listed at the beginning of the Weekly Stock Order Pad.

Stock Order Pads for your weekly orders, however, are sent to you automatically by the facing Parts Distribution Center so that it is not necessary to order them.

2. Necessary Information for Every Order

a. The following points must be considered when submitting a parts order:

- The type of order (weekly stock order, unit down, or critical parts)
- The correct form to use
- How to fill out the form

b. To assist the Parts Distribution Center in handling your order promptly and efficiently, the following items should appear on each order form:

1. Name
2. Address
3. Code Number

4. Method of Transportation Desired (See Policy Bulletin #3000 for a listing of the types of freight available). Although normal transportation is prepaid on all types of orders, customers are invoiced for the difference between normal and premium transportation charges from the normal stocking location if premium transportation is requested.

5. Correct part number(s). Be sure you use the correct prefix, base number and suffix.

6. Correct order quantities. Basic to obtaining the desired number of pieces of a part is to understand that the quantity ordered represents the number of packages ordered and not necessarily the number of pieces. For example, an order for 10 BF 42 spark plugs represents 10 spark plugs. However, FL-1 oil filters are packaged in units of 12 and one order for 10 packages of FL-1 represents 120 oil filters. To assure against error, multiple packaged parts are indicated by the notation "pk" on the stock order pad.

   In the preparation of orders other than stock pad orders, the price list should be consulted for packaged-quantity information.

B. Weekly Stock Order

1. Advantages of Stock Pad Orders: The regular "weekly stock order pad" is one of the principal "tools." There are many advantages inherent in using weekly stock orders for the bulk of purchases. For example:

   - You will receive the special stock order discount on all Ford Parts Division eligible parts as described in Policy Bulletin #900, provided the order is submitted on the weekly submission due date and is properly identified as a stock order.

   - You will prevent lost sales by ordering on a regular basis. Submitting a weekly stock order helps to plan ahead in analyzing purchase requirements based on the rate of sales for each part.

   - You will save time - avoid unnecessary telephone calls, letters, wires.

. Even though normal transportation is prepaid on all types of orders, you can minimize the need for premium transportation by ordering regularly on the weekly stock order.

2. Follow Instructions: Instructions relating to the preparation of this pad are contained within the pad and are self-explanatory. Care should be exercised in the preparation of the cover sheet of the order in the insertion of the appropriate name, code number and order number (if used).

   Each dealer stock order pad provides tear-strips for four (4) individual weekly orders. A new pad will automatically be shipped to the dealer when the second stock order is received from the previous pad. The dealer retains the left portion of the pad as his record of the stock orders.

3. Where to Send Weekly Stock Orders: All Weekly Stock Orders should be submitted to the facing Parts Distribution Center. Other orders for parts not listed on the Weekly Stock Order Pad will qualify for the stock order discount if submitted with the stock order on or before the regular stock order due date. Orders for such parts should be placed, using the FP-419-M form, and must be clearly designated as "stock order."

   When using Form FP-419-M for write-in items, copy #1 should be mailed in stock order envelope FP-8495 to the facing Parts Distribution Center.

C. Unit-Down Orders

Orders may be placed for parts that require immediate handling (unit-down stock replenishment or for immediate sale to wholesale or retail customers). These types of orders are to be placed on Form FP-419-M for all parts. A sample of this form is attached to this bulletin.

Unit-down orders for all parts may also be submitted by telephone or wire to the Electronic Parts Ordering System Number at the facing Parts Distribution Center (see Paragraph 2 below). On unit-down orders for Class "C" parts shipped from the National Parts Distribution Center to points within the continental United States, Alaska and Hawaii, the Division will pay all transportation costs, including premium transportation if normal transit time from the National Parts Distribution Center exceeds five (5) days.

1. Unit-Down Inquiries: Inquiries regarding unit-down orders should be directed to your facing Parts Distribution Center and should include the following information:

   - Shipper Number (if known)
   - Parts Distribution Center Order Reference Number
   - Date Order Issued
   - Code Number
   - Order Reference Number (if used by customer)
   - Part Number(s) of Item(s) Ordered

2. Electronic Parts Ordering System: The most efficient method of ordering unit-down parts from the facing Parts Distribution Center is through the Electronic Parts Ordering System. This service facilitates phoning in an order at any hour -- day or night -- 7 days a week. The order is recorded automatically, permitting rechecks by the Parts Distribution Center by simply replaying the recorded instructions.

   In using the Electronic Parts Ordering System, accuracy and clarity are extremely important. Don't let the details of the order get muffled by other sounds. Phone from a reasonably quiet place. Speak loud enough and directly into the receiver. Speaking clearly ensures accurate orders.

   Follow this simple procedure when using the Electronic Parts Ordering System.

   1. Compile the order on Form FP-419-M. — Use a parts order form to plan your order. It will save time, give a permanent record of the order, and will help in submitting all information in complete detail and in the proper sequence.
   2. Call the facing Parts Distribution Center for ordering all parts.

3. Listen for the recorded announcement.	The recorded announcement will begin: "This is the (Name of Parts Distribution Center) Parts Distribution Center Answering Service. Please begin your order at the end of the tone signal."
4. When tone signal ends, start ordering.	Do not begin talking before or during the tone signal. The tone signal is the signal to start ordering. So be ready with the ordering information.
5. Give Identification . Code Number . Name . Address	Start things off by giving a complete statement of the "who, what and where" of the account calling.
6. Tell How To Ship	If you have no preference for shipment, tell the Automatic Answering Service to ship the "best way." If you want premium transportation, state the type of premium transportation to be used.
7. Give the Part Number and Quantity. (See Page 12 for phonetic alphabet.)	To ensure accurate part numbers, use the phonetic alphabet when stating letters. For example, part number AF-42 would be, read aloud as, A-Alice, B-Bertha 42. Then give the quantity for that particular part, such as "quantity 1 piece, 1 package, roll, etc."
8. State Order is complete and repeat name and code number.	Sign off by stating that the order is completed, and give name and code number.

If you do not begin your order within 12 seconds after you get the go-ahead signal, the recording device turns off and you must originate another call. If, in a rare instance, a "click" sound occurs while you are ordering, this will indicate that the recorder tape has run out. When this happens, call again, stating, "This is (name), Code (#_____), completing my parts order." Continue your order, starting with the part number that was interrupted by the click sound. Your continued order will be received on another recorder.

3. Preparation of Order Form, FP-419-M: Orders may be placed to cover parts needs which arise from time-to-time that require immediate handling (unit down, stock replenishments or for immediate sale to wholesale or retail customers) and for write-in items submitted as a part of the regular weekly stock order. Order form FP-419-M, is provided for this purpose. When forms FP-419-M are used for write-in items as a part of the weekly stock order, each form must be clearly designated as "Stock Order" and submitted with the stock order. If FP-419-M forms are used as a stock order in lieu of the regular weekly stock pad, they must be identified as "Stock Order" and postmarked or submitted on or before the scheduled mailing date to qualify for the Stock Order Discount on eligible parts.

   The Order Form FP-419-M, is printed as a two-part set and should be prepared as follows:

   - All Order Forms FP-419-M, should be typewritten in order to avoid errors due to illegibility, filling in only spaces marked with a star (*). Show complete name, address and code number with suffix. Customer's own order number may be shown, as well as "ship to" information if other than "sold to."

   - Method of shipment should be indicated if other than "Normal." See page titled "Method of Transportation" for guidance in selecting the type of transportation desired.

   - Order should be signed in the space provided. Copy No. 2 retained by the customer for follow-up.

   - When used for unit-down orders, Copy No. 1 should be mailed, unfolded, in special window envelope, Form FP-8162, to the facing Parts Distribution Center. When used for write-in items as a part of a weekly stock order, Copy No. 1 should be mailed in Stock Order Envelope, Form FP-8495, along with the Weekly Stock Order Pad to the facing Parts Distribution Center.

   NOTE: When order form is used as a unit-down order, it is not eligible for the Stock Order Discount allowance; however, it will accrue obsolescence credit under the Parts Obsolescence Protection Plan.

Unit down orders for parts submitted by telephone or wire to the facing Parts Distribution Center Parts Sales Order Clerk should include all information in items one and two above. Such orders are transcribed to appropriate order forms by Parts Order Clerk and released immediately for next day processing.

FOR BETTER SERVICE ...

Use the Parts Order Envelope (FP-8162) for all unit-down orders. The handy window will expose the Parts Distribution Center address on the form FP-419-M and speed the order on its way.

D. Critical Parts Orders

Critical Parts Orders will receive the highest priority and will be accepted at any time during the business day for same day shipment where possible. All critical parts orders, regardless of parts classification, should be placed by telephone directly to the "Critical Parts Expediter" at your facing Parts Distribution Center. Exhibit I (following page) contains the names and phone numbers of the Critical Parts Expediters at each Parts Distribution Center. In recognition of the extra costs associated with this class of orders (including absorption by the Company of premium transportation charges), all such orders will be billed a special handling service charge of ten percent of the extended Dealer or wholesale (as appropriate) value of the order. The only freight costs charged are those resulting from a request for critical parts shipments via a specific carrier or method of transportation. Critical Parts Orders qualify for POPP credit but not for the Stock Order Discount and are subject to the 10% service charge described above.

The "critical parts order" service has been designed to provide a flexible means of helping you meet individual customer service requirements. To be fully effective, it is necessary that this service be used only to order parts required to satisfy an unusually urgent or critical demand. Normally, such orders should be for single vehicle applications and in quantities required for single unit repair. Although, each situation must rest on its own, it is expected that valid critical parts problems will generally be within the following areas:

. Safety items

- Visiting owner, transient trucking, and public service vehicle problems where expedited service will render a non-operable vehicle repair at an earlier date than unit-down service would provide.

- Unit in shop under repair and required by owner same or following day.

- Problems arising from previously submitted weekly stock orders and unit-down orders.

Phonetic Alphabet

A-Alice	G-George	M-Mary	S-Samuel	Y-Young
B-Bertha	H-Henry	N-Nellie	T-Thomas	Z-Zebra
C-Charles	I-Ida	O-Oliver	U-Utah	
D-David	J-James	P-Peter	V-Victor	
E-Edward	K-Kate	Q-Quaker	W-William	
F-Frank	L-Louis	R-Robert	X-X-Ray	

IV. SPECIAL ORDERS

A. How to Order Heavy Truck Power Steering Installation Parts

A program is available to supply dealers with all the components required to install power steering on heavy trucks built at the Kentucky Truck Plant. Orders should be placed with the dealer's facing Parts Distribution Center. The order will be processed by the Special Order Section for shipment from supplier sources. The order must include the year, truck model designation and serial number of the vehicle. The program is applicable to current production models only.

B. How to Order Special Fleet Paint Colors

A growing number of fleet accounts employ unique fleet colors on their vehicles and the appearance of their fleet is of utmost importance to them. To make these special fleet colors more readily available to dealers, Ford Marketing Corporation furnishes color panels and reference part numbers to a number of paint manufacturers. In turn, these paint manufacturers are generally able to quickly supply any of these special fleet paints on demand.

To order a special fleet paint color, contact the VEHICLE DIVISION District Sales Office (Ford or Lincoln-Mercury). Obtain the proper "WT" paint number, based on the fleet Form 107, filed in the District Office and, by use of the Special Order Paint Selector, determine the appropriate vendor and vendor part number for the paint desired. This Special Order Paint Selector was furnished to all dealers by the vehicle divisions prior to the 1968 model introduction.

If unable to locate the Special Order Paint Selector, request the VEHICLE DIVISION District Sales Office to also furnish vendor names and part numbers for immediate use, pending reorder and receipt of another Selector from the vehicle division.

C. How to Order Transmatic Transmissions

Allison Transmatic Transmission part numbers appear in their regular part number sequence in the text of the Ford Dealer Price List (FP-3636-A). These items will be identified with the Classification "VT" and orders are to be submitted to the facing Parts Distribution Center for processing.

The remanufactured transmission will be shipped to the dealership on a transportation prepaid basis.

To return a trade-in transmission, the following steps should be observed.

- Prepare Form AF-340, Request for Credit. The trade-in unit, being returned, should be clearly identified on the Form AF-340 by part number, model and serial number, as shown on the identification plate attached to the transmission.

- The trade-in transmission must be returned within 15 days after receipt of the remanufactured unit. The returned transmission must be in a fully assembled condition and with all the parts required to manufacture that transmission assembly. The exception being with the following external pieces, which must be removed from the old unit and installed on the new one: TV Lever, Manual Selector Lever, Output Flange and Parking Brake, if used. All cores must be returned on a model for model basis (e.g., MT40 for MT40) with appropriate converter bell housings and rear bearing retainers which were an original part of the assembly. Deviations from the above requirements will be subject to deductions from the core allowance at the prevailing piece parts price to make the returned core usable by the remanufacturer.

- Additionally, the trade-in transmission must be returned on the same skid on which the remanufactured transmission was received and the No. 2 copy of the AF-340 must be used as a packing slip and accompany the unit.

- Ship the trade-in transmission TRANSPORTATION COLLECT, CHEAPEST WAY to the remanufacturer whose name and address appears on the inbound carrier delivery receipt as the shipper.

- Submit the No. 1 and No. 3 copies of Form AF-340 covering the trade-in exchange allowance, inbound collect freight charges and the pre-paid return freight charges to the facing Parts Distribution Center. Claims for freight must be supported by paid freight bills. Retain No. 4 copy of the AF-340 for dealership files.

D. Parts Identification Assistance

A Parts Identification Specialist has been established in the Ford Parts Division General Office. The specialist will provide parts identification assistance for any dealership that finds it cannot identify required part numbers by reference to catalogs or through contact with the facing Parts Distribution Center.

In the particular case of heavy truck information, and especially for DSO parts or truck cabs, dealerships are urged to review Section IV of Procedure Bulletin #10. After the review, if there are questions which cannot be resolved with the facing Parts Distribution Center, the dealership should call this specialist for additional assistance:

Mr. Peo Pantera - Telephone: (313) 425-9555

Although this parts identification specialist has been assigned to assist dealerships, they should continue to place the actual parts orders in the customary manner (the parts identification specialist has not been established to handle parts orders, to trace parts orders, or to act as a parts expediter). Please contact the Parts Identification Specialist when identification assistance is needed. Please handle parts orders in the regular manner. This will permit the specialist to perform his assigned function of furnishing information and should expedite receipt of required parts.

E. Ordering Passenger Bodies and Truck Cabs

Due to the numerous models and series of vehicles being offered by the Ford Marketing Corporation, complete and detailed information is required before an order for a replacement Passenger Body or Truck Cab can be scheduled from production for service.

Body and cab part numbers, specifications, and prices will be found in their regular part number sequence in the Master Parts Catalogs and in the Master Price List. Complete or skeleton bodies and cabs will be supplied as noted in the Price List and no deviation will be permitted.

Check the required body or cab part number as well as the Vehicle Rating or Patent Plate before ordering. Orders must be forwarded to the facing Parts Distribution Center and must show the following information, in addition to Dealership Name, Address and Parts Code:

Engine
Transmission
Model (i.e., F700, B600, 54A, 62A, etc.)
Skeleton or Complete Body or Cab
Body or Cab Part Number
Type: Customer or Standard (Truck Cabs Only)
If Complete Body or Cab: Painted or Prime
Paint Color and Paint Code
Trim Color and Trim Code
Glass: Tinted or Clear
Other Options
For F500 - 700 Cabs, specify inside or outside fuel tank
For "L" Series Truck Cabs, specify for line haul or for city delivery use, to assure proper instrument panel.

F. Ordering "D.S.O." Parts

Specialized parts and equipment requirements in the truck, and fleet car operations which are not standard or regular production options are classified as DSO (Domestic Special Order). Parts for DSO vehicles often are not stocked at the facing Parts Distribution Center, and must be special ordered from the manufacturing source.

There are two general classes of DSO parts.

1. Those which are offered as standard or RPO on another Ford truck series. These carry regular Ford Engineering part numbers or Assembly Plant code numbers;

2. Those that require special engineering to modify the vehicle as well as special parts procurement.

DSO information for a truck or fleet car is shown in the following places:

- A DSO Reference Number will appear in the space labeled DSO on the Rating Plate.

- The DSO Reference Number also appears in the space labeled DSO Reference Number on the top line of the Truck Specification List (TSL). Further DSO information is provided for the individual components shown on the TSL.

- On the Special Equipment Parts List provided with trucks produced at the Louisville Plant prior to August 14, 1967 and with all DSO fleet cars and trucks produced at other assembly plants.

The existence of Domestic Special Order or DSO equipment is indicated on the Vehicle Rating or Warranty Plate by a number shown in the DSO space. The number appearing in this space consists of a two-digit prefix, a hyphen and a remaining four-digit number. If the DSO Reference number appears in the DSO space and another component space such as "Axle" is left blank, that component is DSO on the vehicle and should be ordered using Special Order procedures. The two prefix digits identify the Ford Division District Office through which the vehicle was ordered. The remaining four-digit number identifies all DSO parts that were installed in production. For specific details, call your Parts Distribution Center Order Clerk, but before calling, make a list of <u>all</u> the information that appears on the Rating Plate.

Three types of Heavy Truck Specification Lists (TSL) are now in existence: 1) the original 36-Item TSL, used from August 14, 1967 through February 10, 1969, providing parts identification for up to 36 components in seven major categories; 2) on February 11, 1969, the format was expanded to include identification of up to 46 basic components. In May, 1970, a plastic-coated copy of the TSL was mounted inside the cab of each heavy truck built at the Kentucky Truck Plant; and, 3) as of May 1, 1972, a new expanded Ford Truck Specification List incorporates: the 46-Item "Basic Components Section"; a new "Code Section" covering up to 98 additional components; and, a new "Tire--Paint--DSO Section".

The top line of all TSL's repeats some of the vehicle identification information which is on the Vehicle Rating or Warranty Plate. Verification of the information shown on the TSL with the same items on the Rating Plate provides a positive identification that this is for a specific unit. If a code number appears in the space "DSO Reference Number", it means that either Domestic Special Order (DSO) or Foreign Special Order (FSO) equipment has been built into the vehicle. If a DSO Reference Number is shown, all the component boxes of the TSL should be checked to determine if any of the 36 to 46 identifiable items have an "X" in the Component DSO boxes. Ford Parts Division has available, in many instances, parts for servicing these assemblies. If the specific component is offered as a RPO option on other model trucks, but is DSO on this specific series, the assembly is in most cases a serviced item. If it is not available anywhere in the line as an RPO item, the service parts will not be stocked by Ford Parts Division and will have to be special ordered. The final determination of this availability depends on whether or not the part number shown on the TSL is shown in the Master Cross Reference List (AF7425).

The expanded Ford Truck Specification List will incorporate the upper 46-Item "Basic Components Section" which duplicates exactly the information provided on the 46-Item TSL in use since February 11, 1969. Also included is the new "Code Section" which provides information on a wide variety of components not previously identified on earlier versions of the TSL. Of particular value is the ability to identify the existence of DSO components from the coding. An asterisk appearing in a component box in the "Code Section" indicates that either the component or the installation was DSO on the vehicle and that further information can be found in the "Tires--Paint--DSO Section". The new "Tires--Paint--DSO Section" provides information whenever a DSO code appears in the "Code Section" immediately above. Detailed DSO information provided in the "Tires--Paint--DSO Section" includes: (1) Additional detail on all components coded DSO by an asterisk in the "Code Section" and; (2) Additional DSO information not covered by the "Code Section".

Types of DSO component information provided in the "Tires--Paint--DSO Section" include Engineering part numbers, vendor identification, and mounting location changes. Engineering part numbers provide positive identification of DSO components. To convert Engineering part numbers to Service part numbers, refer to the Master Cross-Reference List (AF7425). If the number can be converted, the component is RPO on another truck series and can be ordered following normal procedures. If it cannot be converted, consult the Distribution Center Order Clerk for help in ordering. In some instances, the vendor name, series or part number is provided to describe a DSO component that is not identified by an Engineering part number. In cases where a DSO installation requires relocation of other components, a brief description is provided. To positively identify needed parts when a component has been relocated, consult the Parts Distribution Center Order Clerk.

The Special Equipment Parts List was used on all DSO cars and trucks prior to August, 1967. The Special Order Number is also the DSO number for that particular vehicle. In the case of the Special Equipment Parts List, the Assembly Plant placed a blue and yellow envelope in the glove compartment of each DSO car and truck. Each envelope contains a copy of the Special Equipment Parts List for that particular vehicle. The yellow envelope should be filed in the Parts Department at the selling dealership to provide local service. The blue envelope should be retained by the owner of the vehicle and should be kept in the glove compartment so that any Ford Marketing Corporation dealer can properly identify the DSO parts or assemblies required in case the vehicle becomes inoperative and too great a distance from the dealership for such a dealership to make the necessary repairs.

When necessary to order parts for a DSO vehicle, the Rating Plate, the TSL for heavy trucks or the Special Equipment Parts List for all other vehicles should be checked to see if the required part is shown. If the part is listed, the part number shown will be an Engineering part number or an Assembly Plant Build number for major assemblies such as engines. The Master Cross-Reference List (Form AF7425) should be used to obtain the corresponding P&A part number on all Engineering part numbers. Cross-reference part numbers for heavy truck major

assemblies are contained in the Ford Truck Master Parts Catalog. The required part may be special for the DSO vehicle, but used regularly on another series of cars or trucks.

If the DSO component part number from the TSL or Special Equipment Parts List cannot be found in the Master Cross-Reference List (AF7425) or the Ford Truck Master Parts Catalog or if the Engineering part number is not shown for the needed part, the part is a special order item and should be handled as follows:

Ordering Procedure - Special Order Items

1. Submit one order for the DSO special order items. If other non-special order parts are also needed, submit them on a second order.

2. Show vehicle line, model year, vehicle serial number, DSO number, and the Production part numbers as shown on the Rating Plate, TSL or Special Equipment Parts List. Also, show any vendor markings or identification that may appear on the part or parts being replaced.

3. Submit the order to the facing Parts Distribution Center who, in turn, will process it through the Ford Parts Division General Office.

If the order is mailed to the Parts Distribution Center, or if a follow up is requested for a telephone order, be sure to include ALL information relative to the special parts required. Make every order as complete as possible.

When the TSL or Special Equipment Parts List is not available and research indicates that the part is a DSO component, follow the ordering instructions outlined above. In addition, briefly describe the component required using, if possible, the basic Ford part number of a comparable part.

If copies of the Truck Specification List or Special Equipment Parts List are lost and a replacement is required, refer to the Vehicle Rating Plate and provide all the information it contains to the Special Order Section, Ford Parts Division General Office, P. O. Box 3020, Livonia, Michigan 48151, Area Code 313 427-3500, Ext. 8176, for a replacement copy. The Special Order Section will also, upon request, furnish information concerning a specific order part.

FORD MARKETING CORPORATION PARTS DISTRIBUTION CENTERS

Orders for Class "AI" and Class "C" merchandise may be:

- Submitted separately, direct to stocking parts distribution centers (PDC) for faster service.
- Submitted as a combined order to the facing PDC for immediate shipment of "AI" material and referral of Class "C" material to the National PDC.
- Submitted as a combined order to National PDC for complete shipment of the order from the National PDC.

Orders for Class "Z" merchandise must be submitted direct to National PDC.

PDC CODE (Manager)	*CLASS PARTS STOCKED	THESE ADDRESSES SHOULD BE PREFACED "FORD MARKETING CORPORATION"		AREA CODE	UNIT DOWN AND WILL CALL ORDERS	ORDER FOLLOW-UP AND SPECIAL RESEARCH	PDC AND MANAGER (MGR. ONLY)	TWX CALL NUMBER
		SHIPPING	MAILING					
ATLANTA 41 (R. H. Meers)	AI	1122 Milledge Drive East Point, Georgia	P. O. Box 107 East Point, Georgia 30344	404	766-3681	762-1546	767-1581	404 767-6949
BOSTON 21 (W. J. Comey)	AI	1225 Worchester Road Natick, Massachusetts	P. O. Box 209 Natick, Massachusetts 01760	617	969-6205 653-5664	6553277	653-4000	617 655-0747
CHARLOTTE 42 (R. G. Murphy)	AI	Wilkinson Blvd. at Morris Field Drive Charlotte, N. C. 28208	P. O. Box 780 Charlotte, N. C. 28201	704	394-4321	399-0304	399-1511	704 525-1218
CHICAGO 31 (W. M. Halbert)	AI	2225 W. North Avenue Melrose Park, Illinois	2225 W. North Avenue Melrose Park, Illinois 60160	312	345-1020	344-6437	345-1000 379-1000	312 681-3524
CINCINNATI 46 (M. V. Hedding)	AI	Millcreek Expressway at By-Pass 50 Cincinnati, Ohio	P. O. Box 15165 Cincinnati, Ohio 45215	513	782-7125	782-7311	782-7800 (782-7201)	513 482-9180
CLEVELAND 32 (C. J. Beaver)	AI	5800 Grant Avenue Cleveland, Ohio	P. O. Box 6539 Cleveland, Ohio 44101	216	441-1700	271-4222	883-7600	216 574-9433
DALLAS 51 (J. B. Grady)	AI	2405 Belt Line Road Carrollton, Texas	P. O. Box 37 Carrollton, Texas 75006	214	242-6648	242-1453	242-6611	910 860-5953
DELAWARE VALLEY 22 (D. W. Hein)	AI	U. S. Route 130 Pennsauken Township New Jersey	P. O. Box 816 Pennsauken, N. J. 08110	N.J. 609	663-6102 663-6163	663-2444	663-2100	609 662-1874
				Pa. 215	923-2911	923-8785	925-9830	609 662-7512U
DENVER 61 (R. E. Wolfe)	AI	2650 East 40th Avenue Denver, Colorado	P. O. Box 5588 Denver, Colorado 80217	303	534-5311	534-5086	292-6220	303 292-1319
DETROIT 34 (C. R. Quist)	AI	12723 Telegraph Road Detroit, Michigan	P. O. Box 5738 Beech Branch Detroit, Michigan 48239	313	255-4800	255-4950	533-1000	313 538-4501
HOUSTON 52 (E. J. Maher)	AI	5800 Clinton Drive Houston, Texas	P. O. Box 1851 Houston, Texas 77001	713	675-8261	675-6571	675-6571	713 571-2370
JACKSONVILLE 43 (C. T. Stuart)	AI	6674 Commonwelth Ave. Jacksonville, Florida 32205	P. O. Box Y Jacksonville, Florida 32203	904	781-2240	781-4744	781-5420	904 733-2563
KANSAS CITY 53 (J. R. Huish)	AI	14000 Marshall Drive Lenexa, Kansas	P. O. Box 501 Shawnee Mission, Kansas, 66201	913	888-9079	888-4520	888-2900	913 888-1670
LOS ANGELES 62 (J. P. Yates)	AI	4940 E. Sheila Avenue Los Angeles, California	P. O. Box 6787 Los Angeles, California 90022	213	266-0810	268-2506	262-2151	213 266-6879
MEMPHIS 54 (R. W. Lemmer)	AI	2970 Jackson Avenue Memphis, Tennessee	P. O. Box 8347 Memphis, Tennessee 38108	901	324-6671	324-3557 324-3558	323-8561	901 278-1753
NATIONAL 11 [illegible]	AI C Z	11871 Middlebelt Road Livonia, Michigan	P. O. Box 2005 Livonia, Michigan 48151	313	Place Orders with Facing PDC	Call Facing PDC	427-3500	
NEW YORK 23 (C Hackewicz)	AI	U. S. Highway 46 Teterboro, New Jersey	U. S. Highway 46 Teterboro, New Jersey 07608	N.J. 201	288-5550	288-9430	288-9400	201 288-1649
				N.Y. 212		695-2005	695-4470	
SAN FRANCISCO 64 (W. L. Wright)	AI	700 National Court Richmond, California 94804	P. O. Box 1666 Richmond, California 94802	415	237-7700	234-2260	233-1180	415 236-8991
SEATTLE 65 (H. E. Holmgren)	AI	4141 4th Avenue South Seattle, Washington	P. O. Box 3565 Seattle, Washington 98124	206	623-8334	623-0912	623-4300	206 998-0224
TWIN CITIES 33 (D. R. Anderson)	AI	63 St. Anthony Blvd. NE Minneapolis, Minnesota	P. O. Box 419 Minneapolis, Minnesota 55440	612	789-4381	789-7271	781-7471	612 321-0963
VIRGINIA 45 (W. L. Gall)	AI	Lewis & Ferncroft Rds Richmond, Virginia	P. O. Box 26984 Richmond, Virginia 23261	703	222-0053	222-0151	222-0120	222-6380

CRITICAL PARTS EXPEDITERS

PARTS DISTRIBUTION CENTER	EXPEDITER	DDD AREA CODE	PHONE NUMBER
ATLANTA	Lewis Sparks Reese Brewer	404	766-0982
BOSTON	Larry Page Dan Ferry	617	655-3277
CHARLOTTE	D. J. Cashion C. R. Phifer, Jr.	704	394-3111
CHICAGO	D. Crosser S. Schweda	312	344-6433
CINCINNATI	W. Spaudling H. Hoffman	513	782-7321
CLEVELAND	Glenn Thomas Jack Zanath	216	271-7600
DALLAS	N. E. Cude C. H. Hendricks W. W. Sache	214	242-6486
DELAWARE VALLEY	E. Palumbo D. Palmieri W. Wunder	N.J.609 P.A.215 Balt301	662-0310 923-6661 837-3535
DENVER	Philip J. Gisch	303	892-5616
DETROIT	G. Bixman J. Cronce E. Tremor F. Pilson	313	538-8500
HOUSTON	W. J. Ruhl	713	675-3226
JACKSONVILLE	H. L. Maines	904	781-4744
KANSAS CITY	W. T. Campbell M. B. Moore R. Ridenour	913	888-2060
LOS ANGELES	T. W. Mudge E. M. Shoffner W. V. Tate	213	261-7136
MEMPHIS	L. H. Crowe	901	324-5566
NEW YORK	Arthur Degelman J. Buseiglio Verne James Frank Thomas	201	288-5330
SAN FRANCISCO	A. C. Blase N. S. Nibblett H. Gray	415	233-3450
SEATTLE	Roman F. Tatarek	206	682-9168
TWIN CITIES	L. W. Cochrane	612	789-7245
VIRGINIA	R. E. Paul C. L. Landrum	703	222-9301

DEALER: FOR PROMPT SERVICE - PLEASE OBSERVE THE FOLLOWING:

1. TYPEWRITE OR PRINT ALL ORDERS. GIVE COMPLETE NAME, ADDRESS, AND YOUR PARTS CODE NUMBER.
2. FILL IN SPACES MARKED ★ ONLY.
3. RETAIN COPY 2 IN DEALERSHIP FOR FOLLOW UP.
4. MAIL ORIGINAL COPY TO YOUR FACING PARTS DEPOT IN SPECIAL ENVELOPE PROVIDED. FORM AF-8162.

INSERT FORM IN ENVELOPE UNFOLDED.

★ TYPE OF ORDER
(CHECK APPLICABLE BOX)

- ☐ STOCK ORDER
- ☐ INTERIM
- ☐ UNIT DOWN

NOTE: IF UNIT DOWN ORDER ALSO RECORD VEHICLE SERIAL NO. OR NAME OF WHOLESALE CUSTOMER, AS APPLICABLE, IN PART NO. SECTION.

Ford Marketing Corporation

AUTOLITE-FORD PARTS DIVISION

MEMPHIS PARTS DEPOT
P. O. BOX 8347
MEMPHIS, TENNESSEE 38108

INVOICE NUMBER

SOLD TO: ★ DEALER'S NAME / ★ CODE NO	SHIP TO: (IF OTHER THAN "SOLD TO") ★ NAME	★ DEALER SIGNATURE
★ STREET ADDRESS	★ STREET ADDRESS	★ DATE ORDERED
★ CITY AND STATE	★ CITY AND STATE	★ DEALER'S ORDER NO.

INV. NO.	ROUTE OR PICKUP DATE AND TIME	★ HOW TO SHIP	OPEN	C.O.D.	ORDER SCHEDULE NO.

LIST IN NUMERICAL ORDER FOR BETTER SERVICE

★ UNIT EA., GAL., ROLL, LB., PKG., ETC.	(★) PART NUMBER	PART SERIAL NUMBER	★ QUANTITY ORDERED	★ UNIT EA., GAL., ROLL, LB., PKG., ETC.	(★) PART NUMBER	PART SERIAL NUMBER	★ QUANTITY ORDERED

AF-419-M REV. CONT. JAN 71

1 - DEPOT RECORD COPY

DEALER'S RETURN ADDRESS

PARTS ORDER

PROCEDURE: RECEIVING

I. BILL OF LADING

The Bill of Lading represents a contract between Ford Parts Division and a common carrier to transport material from the Parts Distribution Center to your location. It also serves as formal receipt of the merchandise and formal acceptance of responsibility by the carrier for the material being transported.

The most frequently used Bill of Lading covering parts shipped from Parts Distribution Centers is Form AF-2969-E, a sample of which is attached. Another Bill of Lading, Form 2310, is used for wire and cable items classified "V" and "Z."

Upon receipt at your facility, the Bill of Lading serves as an advance notice of shipment and contains all pertinent information; i.e., the source location, the delivering and intermediate carrier, the number of containers, bundles and/or loose pieces, the weight and type parts involved, and the terms of payment to the carrier. In practice, the Ford Parts Division prepays all shipments to Dealers and/or Independent customers and includes as a charge on the monthly statement, any premium or other freight charges for which the customer is liable.

The Bill of Lading can be used as a material control document if filed in a suspense file by shipping origin and sub-filed by shipping date. Upon delivery of the material by the carrier, the Bill of Lading should be pulled from the file and checked against the carrier freight bill to assure receipt of all the material described on the Bill of Lading. The carrier's freight bill and the Bill of Lading should then be attached to the Memo Shipping List and Packing Slip (see Section II) and re-filed pending receipt of the invoice from the Parts Distribution Center where it should be rechecked to ensure that the items appearing on the invoice represent materials actually received at your facility.

In the event that a shipment is not delivered, the Bill of Lading can be used as a source document for tracing the shipment either through the facing Parts Distribution Center Traffic activity, or by direct contact with the carrier.

If damage or loss of material is encountered, the Bill of Lading serves as a legal document to prove carrier's receipt of the material in good order and must be presented in any claim for reimbursement for loss or damage from the carrier.

II. PACKING SLIP/MEMO SHIPPING LIST

The "Packing Slip" portion (left side) will contain only those items and quantities available at the facing or shipping Parts Distribution Center. The "Memo Shipping List" portion (right side) will list all ordered items in part number sequence and will indicate the status of each item via codes in the column labeled "Advice and Parts Distribution Center Reference." The shipper form is perforated between the two segments so they can be separated if so desired. An explanation of the various features of the shipper form follows:

1. TYPE OF ORDER: This space will contain a descriptive notation of the type of order being processed.

2. & 14. SHIPPING PARTS DISTRIBUTION CENTER: Will indicate the name or abbreviation of the name of the Parts Distribution Center making shipment.

3. & 15. DATE: This date represents the date of shipper preparation and establishes the effective date for price of Parts Distribution Center shipped items shown on the shipper.

4. & 16. SHIPPER NUMBER: The six position Shipper Number is assigned by the central computer in Dearborn. The first two positions will be alphabetic characters followed by four digits. This number will also appear on billing invoices.

5. & 17. CUSTOMER CODE: The five digit parts code number assigned at the time of appointment will be printed.

6. & 18. PARTS DISTRIBUTION CENTER ORDER REFERENCE NUMBER: This seven digit number is assigned by the facing Parts Distribution Center and will be reflected on all shippers (including back ordered items), regardless of the Parts Distribution Center making the shipment. The first two digits represent the code of the facing Parts Distribution Center, even though the shipment is made from another location.

7. NORMAL ROUTING: Predetermined routing information established by Ford Parts Division Traffic will appear in this block. This routing will be used unless special routing is requested.

8. SPECIAL ROUTING: If special routing is requested, the routing information will be printed in this block. This routing will be used instead of the normal routing.

9. SPECIAL REMARKS: If a purchase order is used, the purchase order number will appear on this line. In addition, any special instructions appearing on the order will be shown on the first line of the order.

10. PART NUMBER: Indicates the ordered part number. Only the parts available for shipment from the Parts Distribution Center will be printed. Part numbers will be printed in warehouse location sequence in this portion of the form.

11. QUANTITY ORDERED: This block indicates the quantity requested or the portion of the requested quantity available at the shipping Parts Distribution Center.

12. QUANTITY SHIPPED: This block will indicate quantity shipped by a check mark (✓). If quantity shipped is different than quantity ordered, indication will be made manually.

13. PARTS DISTRIBUTION CENTER ORDER REFERENCE NUMBER: This column will be blank except for Allocated Back Orders. For Allocated Back Orders, the DOR Number assigned at the time the part was initially ordered will appear. If a purchase order number was used on the original order from which this part was back ordered, that purchase order number will appear on the line above the part number.

19. All part numbers and the quantity ordered will be printed in part number order in this portion of the form.

20. The absence of any printing in the "Advice and Parts Distribution Center Reference" column indicates that the part is available, is being shipped from the facing Parts Distribution Center and appears in warehouse location sequence on the left side portion of the shipper. When information is printed in this column, it will be coded in accordance with codes explained at the bottom of the form. For example, D31 means order was referred to Chicago Parts Distribution Center (Parts Distribution Center codes are listed on the 8419 shipper).

224e

UNIFORM STRAIGHT BILL OF LADING—SHORT FORM

ORIGINAL—NOT NEGOTIABLE

Shipper's No. _____

1 Company

Agent's No. _____

RECEIVED, subject to the classifications and tariffs in effect on the date of the issue of this Bill of Lading.

AT DETROIT, MICHIGAN

FROM AUTOLITE-FORD PARTS DIVISION OF FORD MOTOR COMPANY, DETROIT PARTS DEPOT

19

the property described below, in apparent good order, except as noted (contents and condition of contents of packages unknown), marked, consigned and destined as indicated below, which said carrier (the word carrier being understood throughout this contract as meaning any person or corporation in possession of the property under the contract) agrees to carry to its usual place of delivery at said destination, if on its route, otherwise to deliver to another carrier on the route to said destination. It is agreed, as to each carrier of all or any of said property over all or any portion of said route to destination, and as to each party at any time interested in all or any of said property, that every service to be performed hereunder shall be subject to all the conditions not prohibited by law, whether printed or written, herein contained, including the conditions of the Uniform Domestic Straight Bill of Lading, and which are hereby agreed to by the shipper and accepted for himself and his assigns.

Shipper hereby certifies that he is familiar with all the terms and conditions of the said bill of lading, including those on the back thereof, set forth in the classification or tariff which governs the transportation of this shipment, and the said terms and conditions are hereby agreed to by the shipper and accepted for himself and his assigns.

Consigned to

Destination

Route

Number of — Bdls.	Pkg.	Plt.	Loose	Description of Articles, Special Marks or Exceptions		Weight (Sub. to Corr.)	Class or Rate
				LAMPS AUTO W OR W O BULBS INSERTED OR LMP. FIX. W. GLASS OR PLASTIC	38		
				AXLES, W O ATTACHMENTS, AUTO OR TRLR	5		
				SPRINGS STL O T WIRE, COILED 5 16 OR OVER	22D		
				FENDERS, N F NOT NESTED AUTO, WRAPPED	38B		
				FENDERS, N F NESTED AUTO, WRAPPED	38		
				ENGINE, INT. COMB., NOI, REL TO VAL NOT EXCEED'G $2.50 PER LB.	47		
				GREASE PETROLEUM LUBRICATING NOI, NOT AXLE	48		
				HOSE RBR. W FABRIC OR WIRE REINFORCEMENTS	51A		
				HOODS, AUTO ENGINE N. N.NOI WRAPPED	54A		
				PIPES, EXHAUST, STEEL, AUTO	59		
				MUFFLERS, GAS ENGINE EXHAUST	66		
				MATS, RUBBER FLR. W OR W O JUTE BACK	71C		
				RADIATORS, ENGINE COOLING	72		
				SPRINGS NOI STL O T WIRE ELLIPTIC OR SEMI-ELLIPTIC	78		
				AUTO ENG. DRIVG. OR STEERG PTS. I.O.S. NOI	79A		
				SPARK PLUGS NOI OR SPARK PLUG CORES	80		
				FANS, W or W O HUBS INT COMB ENG RADIATOR COOLING	106B		
				HUBS, STEEL, W OR W O BRGS. AUTO	107		
				GEAR FRAME SIDE OR CROSS BAR AUTO	113		
				DRUMS, BRAKE AUTO W/O ATTACH. FINISHED	115		
				TANKS SHEET STL., THINNER THAN 16 GA. S U NOT NSTD.	117		
				DOORS, AUTO INCL. REAR DECK LIDS, WRAPPED	124		
				BODY PARTS, SHEET METAL, OTHER THAN FLAT OR NSTD.	126C		

Number of — Bdls.	Pkg.	Plt.	Loose	Description of Articles, Special Marks or Exceptions		Weight (Sub. to Corr.)	Class or Rate
				BODY PARTS, SHEET METAL FLAT OR NESTED	126D		
				BODY PTS. NOI, OR TRIM, O/T I. S. IN PKG. W DNSTY LESS THAN 10 LBS PER CU. FT.	126E		
				BODY PTS. NOI, OR TRIM, O/T I. S. IN PKG. W DNSTY MORE THAN 10 LBS PER CU. FT.	126F		
				WHEELS, AUTO I S W/O RUBBER TIRES	150		
				WHEELS, BALANCE OR FLY, IRON	153		
				BATTERIES ELEC STGE ASMBD. NOI ELECTROLYTE ACID BATT. FLUID W DRY CHG BATT. WH. LABEL	162		
				COMPOUND, BUFFING OR POLISHING, NOIBN	165		
				GLASS, BENT N NSTD AUTO CUT TO SHAPE	169A		
				GLASS, NOT BENT, 120 UNITED INCHES OR UNDER AUTO CUT TO SHAPE	169C		
				BRAKE OR SHOCK ABSORBER FLUID, O T PETROLEUM	170		
				BUMPERS OR BUMPER FITTGS., AUTO, NOI	178		
				SHAFTS, AUTO AXLE	185		
				PAINT, REDUCING, REMOVING OR THINNING COMPOUND, NOI	204		
				OIL, LUBRICATING, PETROLEUM, IN BBLS.	243		
				RADIO, RECEIVING SETS, AUTOMOBILE	295		
				RADIO AERIAL, AUTO, O.T POWER	299A		
				OIL FILTERS; DEVICES, FILTERING, INT COMB ENG	313D		
				HEATERS, OR AIR CONDITIONERS OR PARTS NOI, AUTO	393		
				BRAKES OR BRAKE PTS., NOI	428		
				AUTO PARTS, ALUM., NOI AND OTHER ARTICLES RATED THE SAME OR LOWER	A		
				AUTO PARTS, I OR S, NOI AND OTHER ARTICLES RATED THE SAME OR LOWER	B		
				HANDLES STEEL NOI AND OTHER ARTICLES RATED THE SAME OR LOWER	C		
				PACKING SLIPS AND / OR PRINTED MATTER NOI			

Subject to Section 7 of Conditions of applicable bill of lading, if this shipment is to be delivered to the consignee without recourse on the consignor, the consignor shall sign the following statement:

The carrier shall not make delivery of this shipment without payment of freight and all other lawful charges.

(Signature of consignor)

If charges are to be prepaid write or stamp here, "To be Prepaid."

COLLECT

[redacted]

Received $

to apply in prepayment of the charges on the property described hereon.

Agent or Cashier

Per

(The signature here acknowledges only the amount prepaid.)

Charges Advanced:

$

TOTAL PKGS.

PKG. SLIP IN #

TOTAL WT.

The Fibre Boxes used for this shipment conform to the specifications set forth in the Box Maker's Certificate, and all other requirements of Consolidated Classification.

AUTOLITE-FORD PARTS DIVISION OF FORD MOTOR COMPANY, Shipper

Per W. G. BANNON TRAFFIC MANAGER

Agent

Per

Permanent post-office address of shipper 12723 TELEGRAPH ROAD, P. O. BOX 5738, DETROIT, MICHIGAN 48239

Ford AF-2969 E S & D MAY 67

Autolite Ford | Autolite Ford | Autolite Ford | Autolite Ford

SOLD TO:

SHIP TO: | SHIP TO: | SHIP TO:

SHIP TO:

225e

PPD OR COL	SCHED NO.	TYPE OF ORDER	TERMS	SHIPPING DEPOT	DATE MO	DAY	YR	SHIPPER NUMBER	CUSTOMER CODE	DEPOT ORDER REFERENCE NO	ACT CODE	ORD ELIG	DATE SHIPPED
		(1)		(2)		(3)		(4)	(5)	(6)			

NORMAL ROUTING (7) SPECIAL ROUTING (8)

WAREHOUSE LOCATION	UNIT OF ISSUE	PART NUMBER (9) (10)	QUANTITY ORDERED (11)	QUANTITY SHIPPED (12)	BOX NUMBER	DEPOT ORDER REFERENCE NO (13)	BB Code	R	K	UNIT PRICE	TRAFFIC & PKG CODE	UNIT WGT

ZONE TOTAL	TOTAL BIN	TOTAL RULE	TOTAL LINES	TRAFFIC AND PACKING CODE	PICKER'S NO	POSTAGE OR UPS	C.O.D. AMOUNT	PAGE
				A ____ CTN ____				
				B ____ CTN ____	TOTAL WEIGHT OF ORDER		$	OF
				C ____ CTN ____				

STOCK TRUCK NO

SHIPPING CLERK BADGE NO

Ford AF-8419-RT CONT 1 TO PACKING SLIP 3

CERTIFICATION FOR PARTS AND ACCESSORIES

Ford Motor Company certifies in accordance with section 108 National Traffic and Motor Vehicle Safety Act of 1966 that the motor vehicle [illegible] covered by this packing slip conformed to Ford Motor Co. Motor Vehicle Safety Standards in effect on the date of manufacture

SHIPPING DEPOT (14)	DATE MO	DAY (15)	YR		CUSTOMER CODE (16)	DEPOT ORDER REFERENCE NO (17)

MEMO SHIPPING LIST

PART NUMBER (18)	QUANTITY ORDERED	ADVICE & DEPOT REFERENCE (19)	WAREHOUSE LOCATION

Ford Policy and Procedure
Ford Parts Division

BULLETIN #30 PAGE 1 EFFECTIVE 1-1-72

SUPERCEDES BULLETIN _____ DATED _____

PROCEDURE: TRANSPORTATION LOSS AND DAMAGE CLAIM HANDLING - FORM FP-7088

I. GENERAL

The following instructions are to be followed in completing the Claim Form FP-7088. Instruction items are numerically keyed to the illustrated sample form on page 4 of this procedure bulletin.

Information on the physical disposition of parts that are to be returned due to a damage claim and/or information pertaining to the policy for transportation loss and damage claims, is contained in Policy Bulletin #3000-1.

II. TRANSPORTATION LOSS AND DAMAGE CLAIM HANDLING PROCEDURE

The following instructions are to be followed in completing the Claim Form FP-7088. Instruction items are keyed to the illustrated Claim Form FP-7088, shown below.

1. Imprint customer information:

   a. Dealers Only: Before the blue overlay sheet is removed, the Dealer should imprint customer information by the use of the Dealer Vehicle Loss and Damage Claims and the Form 1863, Claims for Warranty and Policy. After the Dealer information is imprinted, remove the blue overlay sheet and complete the form.

   b. Direct Account Customers: Remove blue overlay sheet, then enter customer information (code, name, address, zip code, etc.). Complete the form.

   c. Use TYPEWRITER, of if the claim cannot be typed, HAND PRINTING is ACCEPTABLE. Sufficient pressure should be used to assure that all copies will be legible. If more than one page is needed for a specific shipment, so indicate in the upper right-hand corner of the Claim Form.

2. Shipping Location - This is the Parts Distribution Center which made the shipment. In the instance of a break-bulk shipment, indicate the Parts Distribution Center which made the final shipment.

3. Delivery Receipt Number - This is the number appearing on the delivery receipt, which was signed and properly annotated by the carrier's driver upon your receipt of the shipment involved. In the instance of UPS, Parcel Post and complete shortage shipments, leave this space blank.

4. Date Shipped - This is the date appearing on the Bill of Lading which is forwarded to you via U.S. Mail. In the case of UPS or Parcel Post, use the date on the meter postage tape. For REA, use the date on the delivery receipt.

5. Date of Delivery - This is the actual date that you received the shipment at your location.

6. Packing Slip Number - This is the number which appears in the upper right-hand corner of the Packing Slip Form AF-8419, designated as the "Shipper No."

7. Name of Delivering Carrier - This is the name of the carrier who delivered the shipment to your location.

8. Charge Invoice - This is the number which appears in the red box in the lower left-hand corner of Invoice Form AF-8419-FAD, designated as the "Invoice No."

9. Supporting Documents - The supporting documents, which are attached to Claim Form AF-7088, are to be indicated by an "X" in the block to the left of the document description. For all claims, the following documents must be submitted:

   - Original Bill of Lading - (Does not apply to UPS, Parcel Post or REA).
   - Carrier Delivery Receipt (Freight Bill) Properly Annotated - (Does not apply on Parcel Post, UPS or complete shortage shipments).
   - Ford Marketing Corporation Charge Invoice (or copy).

   In addition, the Dealer must submit the following documents if applicable:

   - Carrier's Inspection Report - For concealed damage.
   - Carrier's Inspection Report - When driver refuses to annotate delivery receipt.

- Copy of your letter requesting carrier inspection if carrier does not comply with the request.

- Sublet Repair Order - When claim is for sublet repair cost reimbursement.

III. DETAILS OF CLAIM

In this section of the claim, items will be listed by part number within claim category (i.e., Returns, Loss or Repairs). Each part that involved a different claim category will be listed separately; therefore, it is possible to have one part number listed more than one time with various quantities.

10. Part Number - This is the Part Number as it appears on the packing slip and invoice, including prefix, basic part number, and suffix.

11. Part Name - This refers to the common name of the part (i.e., plug, points, headlamp, carburetor, etc.)

12. Quantity - This refers to the number of pieces of a particular part involved in one claim category.

13. Price Per Piece - This refers to the unit cost on a particular part as indicated on the invoice for the particular shipment.

IV. TRANSPORTATION LOSS AND DAMAGE CLAIM HANDLING PROCEDURE

14. Returns - Extended Price - This figure is computed by multiplying the quantity (Column 12) times the price per piece for that particular line item.

15. Loss - Extended Price - This figure is computed by multiplying the quantity (Column 12) times the price per piece for that particular line item.

16. Repairs - This figure is computed by multiplying the total time (hours in tenths) to repair the quantity of each part shown on one line. The total amount of repair cost claimed (hours x rate) will be shown in the amount column as dollars and cents. Repair cost cannot exceed dealer price of part repaired.

17. Total Value - (Returns, Losses and Repairs) this is the total value of each line item and will be used in computing the total amount of the claim.

18. Less: Discounts/Allowances - Compute the discounts and/or allowances allowed on each part lost or returned. Enter the total amount (Note: Dealers should not include parts they have repaired.)

19. For Parts Distribution Center use ONLY.

20. Remarks - When appropriate you should:

    1. Provide additional information regarding carrier refusal to make an inspection.

    2. Provide information relating to premium transportation reimbursement for lost or returned items.

    3. Record any necessary approval from the facing Parts Distribution Center.

    4. Describe all damage in detail.

    5. Dealers only - Record the dealer repair order number for authorized in-dealership repair of damaged sheet metal.

21. After all details of the claim have been entered, the owner or general manager must sign the form in order to validate the claim and mail to:

    Ford Parts Division
    Claims Processing Unit
    P. O. Box 307
    Dearborn Heights, Michigan 48127

CLAIM BRIEF FOR SERVICE PARTS LOSS OR DAMAGE

A139956

PAGE 1 OF 1

DEPOT USE ONLY

FORD CLAIM NUMBER: AF

THIS CLAIM IS FOR: SHORTAGE ☐ DAMAGE ☐

MATERIAL/REPAIR COST $

LESS: ☐ SALVAGE ☐ SCRAP ALLOWANCE $

PLUS: TRANSPORTATION $

TOTAL CARRIER CLAIM $

CODES	ACTIVITY	LOSS OR DAMAGE	WRECK DIV.	CLAIM SECTION	OTHER

CARRIER	SHIPPING DEPOT	ROUTE	FREIGHT BILL

CARRIER NAME AND ADDRESS

SHIPPING LOCATION (2)	DELIVERY RECEIPT NUMBER (3)
Detroit	9-70012
DATE SHIPPED (4)	**PACKING SLIP NUMBER (6)**
4-1-69	497521 497680 46032
DATE OF DELIVERY (5)	
4-4-69	
DELIVERING CARRIER (7)	**CHARGE INVOICE (8)**
Murphy	P 29913

CUSTOMER CODE 06894

(1)
Smith Ford, Incorporated
2800 Royal Road
West Chester, Ohio 45100

SUPPORTING DOCUMENTS

BILL OF LADING	X
FREIGHT BILL	X
REPAIR ORDER	X
DUPLICATE LABOR INVOICE	X
CANCELLED INVOICE	X
CARRIER'S INSPECTION REPORT	X

DETAILS OF CLAIM

PART NUMBER (10)	PART NAME (11)	QTY (12)	PRICE PER PIECE (13)	REMARKS EXTENDED PRICE (14)	LABOR EXTENDED PRICE (15)	REPAIRS HOURS (16)	REPAIRS RATE (16)	REPAIRS AMOUNT (16)	TOTAL VALUE (17)
C9AZ-16612A	Hood	2	41.93		83.86				83.86
C9AZ-16612A	Hood	1	41.93	41.93					41.93
C9AZ-16612A	Hood	1				2.0	7.00	14.00	14.00
C9AZ-16006A	Fender	3	33.09	99.27					99.27
C9AZ-16006A	Fender	1				0.7	7.00	4.90	4.90
C9G4-5440l0A	Door	1	55.58		55.58				55.58
C9AZ-9510A	Carburetor	1	25.09	25.09					25.09
C7WY-18805A	Radio	1	34.35	34.35					34.35
								DISCOUNTS/ALLOWANCES (18)	17.00
								TOTAL	341.95

REMARKS: (DESCRIBE DAMAGE IN DETAIL AND OTHER PERTINENT INFORMATION AS REQUIRED BY INSTRUCTIONS) (20)

Excess Repair Time Authorization issued by _____.
Distribution Center Mgr., _____.
Waiver of Carrier's Inspection Report for critical items issued by _____. Dist. Center Mgr. _____ Center _____
Waiver of Carrier's Inspection Report needed due to carrier's driver's refusal to notate delivery receipt with respect to sheet metal damage. Mr. _____ of Murphy Express stated that it would be at least three (3) days before he could make the inspection. This item was needed to repair a customer's car.

DEPOT USE ONLY (19)

PREPAID TRANSPORTATION _____

TOTAL CREDIT _____

PLEASE ACKNOWLEDGE RECEIPT OF THIS CLAIM AND DIRECT ALL CORRESPONDENCE TO:
TRAFFIC MANAGER

MAKE PAYMENT TO:
FORD MOTOR COMPANY AF_____
MAIL REMITTANCE TO:
MANAGER
FIELD ACCOUNTING DEPARTMENT
P.O. BOX 2010
LIVONIA, MICHIGAN 48151

WE HEREBY CERTIFY THAT THIS IS A TRUE COPY OF THE CUSTOMER CLAIM FOR PARTS LOSS AND DAMAGE.

SIGNED TRAFFIC MANAGER MO DAY YR

I HEREBY CERTIFY THAT ALL WORK LISTED HAS BEEN PERFORMED AND THAT ALL CHARGES ARE TRUE AND CORRECT. RECORDS SUPPORTING THE VALIDITY OF THIS CLAIM WILL BE AVAILABLE FOR A PERIOD OF TWO (2) YEARS FOR INSPECTION BY FORD MOTOR COMPANY REPRESENTATIVES. (21)

SIGNATURE - OWNER OR GENERAL MANAGER MO DAY YEAR

(Rev) AF-7088 10-68

NO. 1 TRAFFIC

230e

Ford Policy and Procedure
Ford Parts Division

PROCEDURE: PARTS RETURN - AF-340 CLAIMS

I. GENERAL

The policies governing the return of parts on AF-340 claims are contained in Bulletin #3000-1, Transportation Loss and Damage Claim Policy, and Bulletin #4000, Inventory Protection Policy. The provisions of these two Policy Bulletins detail the types of parts that are eligible for return to appropriate Parts Distribution Centers.

All eligible parts are to be returned, transportation prepaid cheapest way, to the nearest Parts Distribution Center that is authorized to stock the parts; unless otherwise indicated by the Parts Distribution Center Manager when prior approval for the return is required.

Form AF-340 must be used when requesting credit or returning merchandise under the following conditions:

A. Transportation Loss and Damage Claims (#3000-1)

Claims for shortages within a package or container.

B. Inventory Protection Policy (#4000)

1. Privilege Returns.
2. Special returns authorized to prevent undue depletion of the POPP allowance.
3. Parts Distribution Center shipping errors.
4. Initial Stock Order.
5. Merchandise with missing components.
6. Defective Merchandise (except batteries).
7. Items erroneously packaged or marked.
8. Orders submitted in conjunction with new car model introductions (recommended quantity orders, new accessories samplings, etc.)
9. Change-over to satisfy a fleet account (non-service parts only).

II. PREPARATION OF FORM AF-340 (Sample Attached)

The use of Form AF-340 to obtain a credit adjustment or to return stock for credit, is not difficult or complicated. Certain basic rules are necessary in order to save unnecessary delays and to assure that the claim or return will be honored.

A. If claim is to be made on AF-340 to the company:

1. Is the reason clearly defined?

2. Does the claim fall within the applicable time limit? Is the shipping date indicated for returns having time limits?

3. Should the material be inspected by District Personnel?

4. Is the shipping document number on which the parts were charged, or the packing slip number accompanying the shipment shown on the AF-340? For items shipped as part of a recommended Advance Stock Order Package, the original A.O.P. shipping document number must be used in lieu of the actual shipping document number. Shipping document number references required when filing claims are indicated in the "Reference Required" column in the "Resume of Procedure for Return of Parts."

5. Does the claim require prior approval?

6. If prior approval is not required, is the material being returned to the nearest Parts Distribution Center authorized to stock it (defective or damaged material to the facing Parts Distribution Center), on a transportation prepaid, cheapest way basis?

B. If claim which required prior approval has been approved and returned by the Parts Distribution Center, is the material going to be returned -

1. Within 30 days of receipt of the approved claim?

2. To the nearest Parts Distribution Center authorized to stock the material? Is the material being shipped on a transportation prepaid, cheapest way basis?

3. To a vendor source as directed on the approved claim? If yes, is shipping in accordance with method and charges indicated on the approved claim? Is a copy of the AF-340 enclosed with the material, as directed? Is a copy of the Bill of Lading (or other proof of shipment) attached to the remaining copies of the AF-340 and being sent to the Parts Distribution Center Accounting Office to process the claim?

C. Prepare Form AF-340 as follows, filling in only those spaces marked with an asterisk (*):

1. State the complete name, mailing address and parts code.

2. Indicate the date the claim is being filed.

3. Provide the name of your facing Parts Distribution Center.

= 4. Provide the Parts Distribution Center's location originating the shipment.

5. Indicate invoice number on which material or error was billed.

6. State the unit of issue, i.e., the quantity per box as sold by the Parts Distribution Center as a unit of "one".

7. List the part number(s) and quantity of parts involved in the request for credit or return.

8. Clearly indicate the reason for request, using the appropriate reason code shown on the left side of the form. If none of the reason codes adequately explain the circumstances of the claim or request, explain the reason for submission in the explanation block provided at the bottom of the form.

9. Indicate the shipping document number or the packing slip number on the form. For items shipped as part of a recommended New Model Advance Order Package, the original A.O.P. shipping document number.

10. Sign the (must be an officer) and send copies #1 through #3 to the Parts Distribution Center for approval.

234e

Autolite

CUSTOMER REQUEST FOR CREDIT OR RETURN - PARTS AND ACCESSORIES

CUSTOMER NAME | CUSTOMER CODE

STREET ADDRESS

CITY | STATE | ZIP CODE

DEPOT CROSS REFERENCE
DATE | BY

ACCOUNTING CROSS REFERENCE
DATE | BY

TYPE CUST | AUTO. SLS. DIST. | STATE CODE

CALCULATED BY | VERIFIED BY

CLAIM NO. 583810

DATE

SHIPPING LOCATION

SHIPPING DATE

SHIPPER NO. | PA

INVOICE NO.

ITEM NO.	REASON CODE	UNIT OF ISSUE	PART NUMBER	QUANTITY BILLED	QUANTITY RECD	DEPOT DATA (RO)	WAREHOUSE LOCATION	EMP	SUPV	ERROR CODE	SERIAL NUMBER	03	FIELD ACCOUNTING USE MO AND TAX	UNIT PRICE	WITHIN (90D)	EXTENDED AMOUNT
1																
2																
3																
4																
5																
6																
7																
8																
9																
10																
11																
12																
13																
14																
15																

MACHINE ACCOUNT CODES

PARTS	ACCESSORIES	PLUS TRANS	LESS TRANS.	S.O. DISCOUNT	MISC. (DR) CR	MISC. (DR) CR	MISC. TOTAL (DR) CR	NET (DR) CR

POP A/P J. DR CR

DEPOT RECEIVING STAMP

CUSTOMER DETAIL EXPLANATION

SIGNATURE | DA

DEPOT OR DISTRICT INSTRUCTIONS

- ☐ OK TO RETURN TO _____ DEPO
- ☐ OK FOR CREDIT
- ☐ UNABLE TO ACCEPT

SIGNATURE | DAT

- ☐ RETURN TO STOCK
- ☐ HELD FOR DISPOSITION I.R. NO. _____
- ☐ SCRAPPED

REASON CODES

1	ORDERED IN ERROR
2	SHIPPED AND BILLED IN ERROR - STOCK BEING RETURNED
8A	SHIPPED AND BILLED IN ERROR - WILL KEEP - ADJUST BILLING
0	SHIPPED OVERAGE NOT BILLED - STOCK BEING RETURNED
8B	SHIPPED OVERAGE NOT BILLED - WILL KEEP - ADJUST BILLING
9	SHORTAGE CLAIM
3A	DEFECTIVE - (EXPLAIN IN DETAIL)
3B	DAMAGED (NOT CARRIER'S RESPONSE) (EXPLAIN IN DETAIL)
3C	RECALL OF UNSATISFACTORY SERVICE STOCK
8C	BILLING ADJUSTMENT - (EXPLAIN IN DETAIL)
6	RETURN REQUEST - SAMPLING SHIPMENT OF NEW ACCESSORIES
7A	RETURN REQUEST - POLICY (SPECIFY IN DETAIL)
7B	OTHER (EXPLAIN IN DETAIL)

CLAIM NUMBE

Stone AF 340 CONT JUN

Ford Policy and Procedure
Ford Parts Division

BULLETIN #50 PAGE 1 EFFECTIVE 1-1-72

SUPERCEDES BULLETIN _____ DATED _____

PROCEDURE: DEALER INVOICE STATEMENT

GENERAL

The purpose of this procedure bulletin is to provide your personnel with a working knowledge of the monthly invoice statement, and how to interpret such statements insofar as they relate to the in-dealership accounting records. By following the simple steps outlined in this procedure, your accounting personnel can accurately determine the charges, credits and deferred payments as related to the monthly operating conditions of your dealership.

BALANCING THE STATEMENT

Before calling or writing the Ford Parts Division Accounting Office, you should check your parts statement as indicated below: (Note: All reference numbers are coded on the attached sample statement.)

Column Reference #		Amount
Total Parts -- #29		$ 7,800.00
Total Accessories -- #30		1,400.00
Total Miscellaneous -- #31		20,155.00 CR
Total Stock Order Discount -- #32		365.00 CR
	Credit =	$11,320.00
Current Month Net Charges or Credits -- #8-B		$16,220.00 CR
Current Month Deferred Total -- #10-B		4,900.00 CR
	Credit =	$11,320.00

The above is an actual test situation; if a problem of resolving your statement exists after utilizing this type of test analysis, call or write the Ford Parts Division Field Accounting Department.

POSTING CODES

All current Parts Statements show all Debits and Credits related to parts and accessories, and are listed on the statement in chronological order; i.e., by date each transaction was processed. All entries relating to miscellaneous debits and credits follow in their subsequent and chronological sequence.

Posting code explanations are listed on the back of the Parts Statement form and are self-explanatory with respect to parts and accessories as well as miscellaneous charges or credits.

The Parts Statement will include other miscellaneous charges and credits that are unrelated to regular Parts and Accessories charge/credit entries. Normally, all inquiries should be directed to the Field Accounting Office; except in those instances where an individual invoice (Parts Statement) instructs that you direct your inquiry to another Ford or supplier location (reference item #2).

PARTS OBSOLESCENCE PROTECTION PROGRAM ENTRIES

The sample figure (3-A) represents that portion of your accumulated POPP credits. Each month your Parts Statement will reflect all accumulated POPP credits for the current calendar quarter.

The amount shown in 3-B indicates the total current month's POPP credits earned.

The amount shown in 3-C indicates the total POPP credits earned in the current calendar quarter.

The date column (#5) indicates the date each transaction was posted and recorded to your account.

The Summary Number Reference column (#6) is for Field Accounting use. However, the Summary number should be referred to whenever an inquiry is made regarding a specific charge.

The reference numbers (#7) will appear on various charge and credit documents, such as billing invoices or claim form reports, and should be referenced whenever an inquiry is made to the Field Accounting Department or any other Ford or supplier location.

CURRENT MONTH NET CHARGES OR CREDITS

The following examples (and reference numbers) depict the total deferred payment program total as contracted by your dealership.

The Balance Forward column (#8-A) shows the ending balance on your prior month's Parts Statement.

The sub-total or Current Month Net Charges or Credits (#8-B) includes all transactions processed by the Ford Parts Division, Field Accounting Department, from the 26th of the prior month through the 25th of the "current" month.

The total or New Balance Due box (#8-C) is calculated by adding (or subtracting) "Current Month Net Charges or Credits" from the "Balance Forward."

Dates appearing in column number 9 (Deferred to Statement Dated) indicate the date deferred entries will be transferred to your open account.

The Balance Forward column (#10-A) shows the ending balance of your deferred account on your prior month's Parts Statement.

The Current Month Deferred Total box (#10-B) represents all transactions recorded on your account between the 26th of the prior month and the 25th of the current month. (Note: Also see Deferred Payment Memorandum explanations below.)

The New Deferred Balance (#10-C) can be determined by adding (or subtracting) the current month's additions or deletions from the Balance Forward.

DEFERRED PAYMENT MEMORANDUM

The Deferred Payment Memorandum sheet (on attachment to your Parts Statement) contains deferred payment open programs, which are listed in numerical order of their appropriate Posting (Summary) codes. The references to these entries are directly related to the numerical references on the attached sample Parts Statement.

- 17-A represents the total value of "Deferred Payment Government Orders" in your account.
- 12-A represents the total value of radios/clocks in your deferred account.
- 14-A represents the total value of air conditioning units in your Deferred Payment Air Conditioning Program.
- 16-A represents the total value of anti-freeze in your Deferred Payment Anti-Freeze Program.
- 18-A represents the total amount of Ford Parts Division parts purchased during the month. This balance will be removed from the Deferred Payment Memorandum Sheet, and will appear on the following month's Parts Statement in the "Current Month Net Charges or Credits" column, with a posting code number of 17 indicated.
- 26-A represents the total amount of your Warranty Advance, which will remain as a constant charge in your deferred account. Processing of Warranty/Policy claims will result in a credit to your Parts Account, but will not affect your advance.

EXPLANATION OF KEYS #11 THROUGH #38

Note: These Reference Keys refer to the horizontal lines across the statement to include all postings on that line.

11. Charge for a normal shipment of parts, accessories and miscellaneous material with regular terms (Posting Code 20). (Normal Sales - Depot Shipments and Direct Shipments.)

12. This entry reflects the purchase during the Statement month of radios/clocks under the Warranty Exchange Program. The year to which this item is deferred is designated as "YY" (in Reference Key column 9), because the year of billing cannot be definitely determined. The item is subject to billing at the time it is removed from the Warranty Exchange Float. If not removed from the float, it will be billed in October following the end of the current model year. (Also see Reference Key 12-A with Deferred Payment Memo below.)

13. Normal AF-340 credit (Posting Code 71). The "Z" Memo Form Reference Number (listed in "Reference Number" column -- Reference Key 7) is the "Credit Memo Number" as it appears on your Credit Memo (AF-137-FAD). The individual AF-340 Claim Forms submitted by your dealership are combined and listed on this one Parts and Accessories Credit Memo as referenced on the Parts Statement. So you can verify that you received credit for all claims submitted, each individual AF-340 claim form number is listed on that "Z" memo.

14. Shipment of air conditioners (Posting Code 13). Reading across the entire Reference Key 14 line on this example, note that an entry is made in the Statement's "Accessories" column, and the "Deferred" column (Reference Key column 10A-C), and transferred to your "Current Month Charges" column (Reference Key 8B) at the intervals described in your order form for the specific program. This example shows a shipment with 120-day deferrment, making the transaction due on October 20. (Also see Reference Key 14-A below.)

15. Illustrates a removal of radios or clocks (Posting Code 12) from your float at 30% discount. The discount amount ($120.00 CR.) appears under the Miscellaneous column, and the amount due ($280.00) appears under the "Current Month Net Charges or Credits" column, with the total ($400.00) reducing the balance in the Deferred Payment Program.

16. Shipment of anti-freeze is indicated by Posting Code 14. An entry is made in the "Parts" column and the "Deferred" column, and transferred to your "Current Month Net Charges or Credits" column at intervals described in your order form. This example shows an item with a 60-day deferment which will appear on your July statement and be due August 20. (Also see Reference Key 16-A below.)

17. Shipment of a Dealer Government order (Posting Code 11). Payment is due on a 90-day term. Since this is a June statement, the charge is deferred to the August statement and will be due on or before September 20. (Also see Reference Key 17-A below.)

18. Purchases of Autolite/Motorcraft branded products in excess of $2,000.00 (Posting Code 17). This amount is deferred for 60 days, and is credited to the "Current Month Net Charges or Credits" column (Reference Key, column 8A-8C) and debited to the "Deferred Payment Program" column (Reference Key column 10A-10C). (See Reference Key 19.) Since the only purpose of this entry is to allow you these special terms, no invoice document is mailed. (Also see Reference Key 18-A below.)

19. This line across the Statement illustrates the amount due for Autolite/Motorcraft branded products (Posting Code 17) purchased in excess of $2,000.00, which appeared as "Deferred" on the previous month's statement. In this sample Statement example, the charge was deferred to the June statement and will be due on July 20. (Refer also to Reference Key 18.)

20. Warranty/Policy Credits are posted in the "Miscellaneous" column (Posting Code 80). The Reference Number identifies the number of the Summary Credit Memo. This memo lists the reference numbers for the individual claims submitted by your dealership. Use the Summary Credit Memo and its listing of individual claims numbers as a cross-reference when checking out the status of such claims.

21. Miscellaneous charge (Posting Code 32). You must look for the supporting invoice or debit memo as indicated by the Reference Number on the Statement to determine the exact nature of a Code 32 charge/credit.

22. Credit for your cash payment received (Posting Code 70).

23. Charges for Ford Marketing Institute Enrollment(s) (Posting Code 38).

24. Charge for Vehicle Rental Programs (Posting Code 39).
Charge for Publications or Literature (Posting Code 33).

25. NOTE: This Posting Code includes Ford Times, which was formerly listed in Reference Number Column (Reference Key 7) by the word TIMES.

26. This represents a warranty credit advance. The amount, approved by the Vehicle Division Sales Office, is credited to your "Current Month's Net Charges or Credits" column and charged to your "Current Month's Deferred Payment Program" column. (Also see Reference Key 26-A below.)

27. This represents the transfer of your previous advance from the "Deferred" column to the "Current Month's" column of your statement.

    NOTE: Warranty/Policy advances are normally adjusted annually; the cancellation of the old advance and establishment of the new advance amount is reflected on the January Parts Statement.

28. Your purchases of Autolite/Motorcraft branded parts during the month are called out separately in this "Memo entry" (in addition to being included in your monthly parts purchases total).

29. All activity affecting parts during the month will be reflected in this total.

30. All activity affecting accessories during the month will be reflected in this total.

31. The total of all miscellaneous charges and credits, i.e., freight, cash payment. Warranty/Policy claims, catalogs, promotional material, Rent-A-Car, etc., will be included in this total.

32. The total Stock Order Discount earned during the month is shown here. When the dollar amount indicated approaches 5% of your total monthly parts and accessories purchases, you are taking advantage of extra profit opportunity available to you through planned stock pad ordering.

33. The statement cut-off date is the 25th of each month. Statements are air mailed to Dealers on the 4th working day after the 25th, and normally should reach you within the first three calendar days of the following month.

34. Payment should be mailed to this address and postmarked by the 20th of the month following the current statement's date.

35. Your "Dealer Code" should be indicated on any inquiries made relating to your parts account.

36. The "New Balance Due" is computed as detailed in Reference Key 8-C.

37. This identifies your Memo Deferred Statement. An excerpt of this sheet is shown below with appropriate Reference Key explanations adjacent.

38. The "Total Open Deferred" balance on your Memo Deferred Statement Sheet will always support and identify the balance shown in the "New Deferred Balance" (See Reference Key 10-C on your Parts Statement.)

AUTOLITE-FORD PARTS DIVISION ⑤ — **DEALER'S PARTS STATEMENT** ⑨

FIELD ACCOUNTING DEPARTMENT
P O BOX 7010 LIVONIA MICHIGAN 48151 (AREA CODE 313 TEL NO 533-1000)

⑫	①	④	⑦		PARTS	ACCESSORIES	MISCELLANEOUS	STOCK ORDER DISCOUNT	NET PARTS ACCOUNT CHARGES OR CREDITS BALANCE FORWARD ⑭	DEFERRED PAYMENT PROGRAM PAYMENTS TO MONTHLY DEMO MO	YR	BALANCE FORWARD ⑩A
1,300.00CR	⑥	DAY	TAX NO	REFERENCE NUMBER					20,000.00			4,500.00
250.00CR	⑪ 20	05	27 61	A63211	5,000.00	500.00	50.00	275.00CR	5,275.00			
	⑫ 12	06	07 60	415221		600.00				09	YY	600.00
10.00	⑬ 71	06	11 821	263421	200.00CR		15.00CR	10.00	205.00CR			
	⑭ 13	06	11 68	476881		300.00				09	71	300.00
	⑮ 12	06	14 237	192471			120.00CR		280.00	09	YY	400.00CR
50.00CR	⑯ 14	06	21 78	481203	1,000.00					07	71	1,000.00
100.00CR	⑰ 11	06	21 35	A79604	2,000.00			100.00CR		08	71	1,900.00
	⑱ 17	06	21 599	A-LIT					3,000.00CR	07	71	3,000.00
	⑲ 17	06	23 599	A-LIT					2,500.00	06	71	2,500.00CR
	⑳ 30	06	03 152	644333			450.00CR		450.00CR			
	㉑ 32	06	10 123	001232			30.00		30.00			
	㉒ 70	06	18 015	CASH			20,000.00CR		20,000.00CR			
	㉓ 38	06	18 242	543216			60.00		60.00			
	㉔ 39	06	22 226	631121			250.00		250.00			
	㉕ 33	06	22 200	727123			40.00		40.00			
	㉖ 18	06	23 150	ADVNCE					2,500.00CR			2,500.00
	㉗ 18	06	23 150	ADVNCE					1,500.00			1,500.00CR

㉘ TOTAL AUTOLITE PARTS MEMO	CURRENT MONTH TOTALS	PARTS	ACCESSORIES	MISCELLANEOUS	STOCK ORDER DISCOUNT	CURRENT MONTH NET CHARGES OR CREDITS
3,000.00		㉙ 7,800.00	㉚ 1,400.00	㉛ 20,155.00CR	㉜ 365.00CR	⑭ 16,220.00CR

CURRENT MONTH TOTAL ③-B	NEW BALANCE CURRENT DUE	③-C
390.00CR	1,690.00CR	

CURRENT MONTH DEFERRED TOTAL	
⑩-B	4,900.00
NEW DEFERRED BALANCE	
⑩-C	9,400.00

CR	CY	AB	FA
	01	12	23

STATEMENT DATE: 06 25 71

⑮ NEW BALANCE DUE: 3,780.00

THIS AMOUNT IS DUE ON THE 25TH OF THE MONTH FOLLOWING THE STATEMENT DATE

* SEE REVERSE SIDE FOR EXPLANATION OF POSTING CODES, DEFERRED PAYMENT PROGRAMS, AND NEW BALANCE DUE

PLEASE DETACH THIS SECTION AND MAIL WITH YOUR CHECK TO ADDRESS SHOWN BELOW

POST OFFICE BOX 1401
FORD MARKETING CORPORATION
CITY, STATE, ZIP ㉞

㉟ DEALER CODE	㉝ STATEMENT DATE	㊱ NEW BALANCE DUE
01234	06 25 71	3,780.00

ENTER AMOUNT PAID HERE: $

NOTE
IF THE AMOUNT PAID IS LESS THAN "NEW BALANCE DUE" PLEASE SHOW DETAILS OF THE DIFFERENCE ON THE BACK OF THIS STUB.

ANY TYPICAL FORD DEALER
ANY STREET ADDRESS
ANY CITY AND STATE ZIP

㉟ DEALER CODE	PAGE NO
01234	1 of 1

Autolite Ford

1 DEALER'S COPY

DX H Parts and Accessories Price List (Ford Parts Division) (first page)

PARTS AND ACCESSORIES PRICE LIST FOR FORD DEALERS

CLASS	PART—NUMBER	Suggested List Price	General Trade Price	Dealer Price	Wholesale Incentive Per Piece	Dealer Price Less Wholesale Incentive
H	AE6O 10—A *3 Oz. Can*	1.25	.74	A .74	N .20	.54
H	AE6O 10—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 10—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
‡A	AE6O 12—A *1 Gallon Can*	9.60	6.23	A 6.23	N 1.32	4.91
‡A	M6J 12—D *1 Gallon Can*	10.30	6.70	A 6.70	N 1.41	5.29
‡B	M6J 12—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
‡B	AR6O 13—A *1 Gallon Can*	11.75	7.64	A 7.64	N 1.60	6.04
‡B	DL6O 13—A *1 Gallon Can*	9.55		A 6.20		
‡B	M6J 13—D *1 Gallon Can*	10.30	6.70	A 6.70	N 1.41	5.29
‡B	M6J 13—E *1 Gallon Can*	10.30	6.70	A 6.70	N 1.41	5.29
‡A	DL6O 14—A *1 Quart Can*	2.30		A 1.50		
HX	AE6O 20—A *3 Oz. Can*	1.25	.74	A .74	N .17	.57
HX	AE6O 20—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 20—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
	R 22—FCA	41.95				
	R 22—FCAW	41.95				
	R 22—FCB	37.95				
HX	AE6O 30—A *3 Oz. Can*	1.25	.74	A .74	N .17	.57
HX	AE6O 30—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 30—S *6 Oz. Bottle*	1.70	1.01	A 1.01	N .20	.81
HX	AE6O 40—A *3 Oz. Can*	1.25	.74	A .74	N .17	.57
HX	AE6O 40—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 40—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
‡A	AR6O 50—C	5.90	3.82	A 3.82	N .78	3.04
A	TUP 50—AA	1.65	.98	A .98	N .20	.78
HX	AE6O 60—A *3 Oz. Can*	1.25	.74	A .74	N .17	.57
HX	AE6O 60—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 60—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
HX	AE6O 70—A *3 Oz. Can*	1.25	.74	A .74	N .17	.57
HX	AE6O 70—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 70—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
HX	AE6O 80—A *3 Oz. Can*	1.25	.74	A .74	N .17	.57
HX	AE6O 80—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 80—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
HX	AE6O 90—A *3 Oz. Can*	1.25	.74	A .74	N .17	.57
HX	AE6O 90—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
HX	AE6O 90—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
NR	B8A 110—A	2/74		A 1.39		
NR	B6A 111—A	2/74		A 2.32		
NR	B9A 112—A	2/74		A 1.76		
NR	B7A 116—A	2/74		A .76		
NR	B7A 201—B	2/74		A 1.83		
NR	B9A 204—A	2/74		A .90		
NR	B6A 207—A	2/74		A 4.15		
NR	B8A 303—A	2/74		A 2.38		
NR	B9A 305—A	5/73		A 1.53		
NR	B7A 307—A	2/74		A 2.02		
‡C	YO 542—A	2.60		A 1.68		
‡A	M14J 646—E *1 Quart Can*	16.30	10.58	A 10.58	N 2.29	8.29
‡A	M14J 646—H *5 Gallons*	99.45		A 64.64		
‡A	AR6O 647—A *55 Gallon Drum*	4.95	3.23	A 3.23	P .69	2.54
‡A	DL6O 647—A *1 Gallon Can*	4.50		A 2.93		

CLASS	PART—NUMBER	Suggested List Price	General Trade Price	Dealer Price	Wholesale Incentive Per Piece	Dealer Price Less Wholesale Incentive
‡B	AR6O 648—C *Pkg. Of 4* *1 Gallon Can*	6.85		A 4.10 A 16.38		
‡B	AE6O 649—A *1 Quart Can*	14.90	9.68	A 9.68	N 2.04	7.64
NR	AR6O 835—C	2/74		A 4.34		
‡A	AE5O 921—A *3 Oz. Can*	1.25	.74	A .74	P .17	.57
‡A	AE6O 921—C *1 Quart Can*	5.70	3.71	A 3.71	N .76	2.95
‡B	AE6O 921—S *6 Oz. Can*	1.70	1.01	A 1.01	N .20	.81
‡A	AR5O 921—C *1 Quart Can*	5.90	3.82	A 3.82	N .78	3.04
‡B	EBP 921—B *8 Oz. Can*	10.05		A 6.03		
‡NS	TUP 921—A	RB	TUP	A .98 921—AA		8/73
‡B	TUP 921—AA	1.65	.98	A .98	N .20	.78
‡B	EBP 935—B	10.05		A 6.03		
‡B	A8AZ 1001—A *Pkg. Of 20*	.17	.10 1.97	A .10 A 1.97	P .02	.08 1.57
A	A8TZ 1001—A *Pkg. Of 20*	.23	.14 2.62	A .14 A 2.62	P .03	.11 T 2.02
A	A8TZ 1001—B *Pkg. Of 20*	.15	.09 1.75	A .09 A 1.75	P .02	.07 T 1.35
A	A8TZ 1001—C *Pkg. Of 10*	.45	H .27 2.62	A .27 A 2.62	P .06	.21 T 2.02
A	A8TZ 1001—D	.45	.27	A .27	P .06	.21 T
A	B3TZ 1001—A *Pkg. Of 10*	.45	H .27 2.62	A .27 A 2.62	P .06	.21 T 2.02
A	B4TZ 1001—A *Pkg. Of 10*	.45	.27 2.62	A .27 A 2.62	P .06	.21 T 2.02
A	B5TZ 1001—A *Pkg. Of 10*	.15	.09 .87	A .09 A .87	P .02	.07 T .67
BQ	B8TZ 1001—A *Pkg. Of 10*	.37	H .22 2.18	A .22 A 2.18	P .05	.17 1.68
‡C	C0DD 1001—A *Pkg. Of 10*	.23	.14 1.31	A .14 A 1.31	N .03	.11 1.01
‡C	C0DZ 1001—A *Pkg. Of 10*	.23	.14 1.31	A .14 A 1.31	N .03	.11 1.01
‡B	C1AZ 1001—A *Pkg. Of 10*	.18	.11 1.09	A .11 A 1.09	P .03	.08 .79
B	C1TZ 1001—A *Pkg. Of 2*	.17	.10 .20	A .10 A .20	P .02	.08 T .16
‡NR	C2OZ 1001—A H *Pkg. Of 4*	2/74		A .15 A .57		
‡B	C5AZ 1001—A	.23	.14	A .14	P .03	.11
B	C6TZ 1001—A *Pkg. Of 10*	.20	1.31 .12	A 1.31 A .12	P .03	1.01 .09 T
‡B	C6VY 1001—A *Pkg. Of 2*	.17	1.20 .10 .20	A 1.20 A .10 A .20	N .02	.90 .08 .16
‡A	D0AZ 1001—A *Pkg. Of 2*	.17	.10 .20	A .10 A .20	N .02	.08 .16
‡A	D0OZ 1001—A *Pkg. Of 2*	.18	.11 .22	A .11 A .22	N .03	.08 .16
A	D0TZ 1001—A	.15	.09	A .09	P .02	.07 T
HX	D27Z 1001—A *Pkg. Of 10*	.11	.87	A .87 A .07 A .64		.67 T
‡B	D3OZ 1001—A *Pkg. Of 2*	.18	.11 .22	A .11 A .22	N .03	.08 .16
C	D4FZ 1001—A *Pkg. Of 10*	.23	.14 1.31	A .14 A 1.31	N .03	.11 1.01
B	B4Q 1007—A C	64.05	38.43	A 38.43	P 9.61	28.82 T
B	B4T 1007—A C	58.15	34.90	A 34.90	P 8.73	26.17 T
B	B4TZ 1007—A C	21.45	12.88	A 12.88	P 3.22	9.66 T
C	B5QH 1007—B	127.90	76.74	A 76.74	N 19.19	57.55 T
C	B5QH 1007—C C	86.85	52.11	A 52.11	N 13.03	39.08 T
C	B5T 1007—A	70.50	42.31	A 42.31	N 10.58	31.73 T
B	B5Y 1007—B	54.95	32.96	A 32.96	N 8.25	24.71 T
B	B7TZ 1007—A C	43.25	25.96	A 25.96	P 6.49	19.47 T
C	B8QH 1007—B C	83.75	H 50.25	A 50.25	N 12.56	37.69 T
CQ	B9T 1007—A C	86.40	H 51.85	A 51.85	N 12.95	38.89 T
‡C	C0AA 1007—N C	14.95	8.97	A 8.97	N 2.24	6.73
‡C	C1AZ 1007—A C	16.85	10.12	A 10.12	N 2.53	7.59
C	C1TT 1007—A C	74.20	44.52	A 44.52	N 11.13	33.39 T
CQ	C1TT 1007—C	280.25	H 168.14	A 168.14	N 42.04	126.10 T
C	C1TT 1007—D	280.25	H 168.14	A 168.14	N 42.04	126.10 T
‡B	C1UU 1007—A C	12.30	7.39	A 7.39	N 1.85	5.54
‡C	C2AZ 1007—C C	14.50	8.69	A 8.69	N 2.17	6.52
B	C2SZ 1007—A	15.55	9.32	A 9.32	N 2.32	7.00
‡C	C3AZ 1007—A C	15.00	9.00	A 9.00	N 2.25	6.75
R	C3YZ 1007—E	60.45	36.28	A 36.28	N 9.07	27.21 T
C	C3TZ 1007—F	63.45	38.06	A 38.06	N 9.52	28.54 T
B	C3TZ 1007—L C	48.80	29.28	A 29.28	P 7.32	21.96 T

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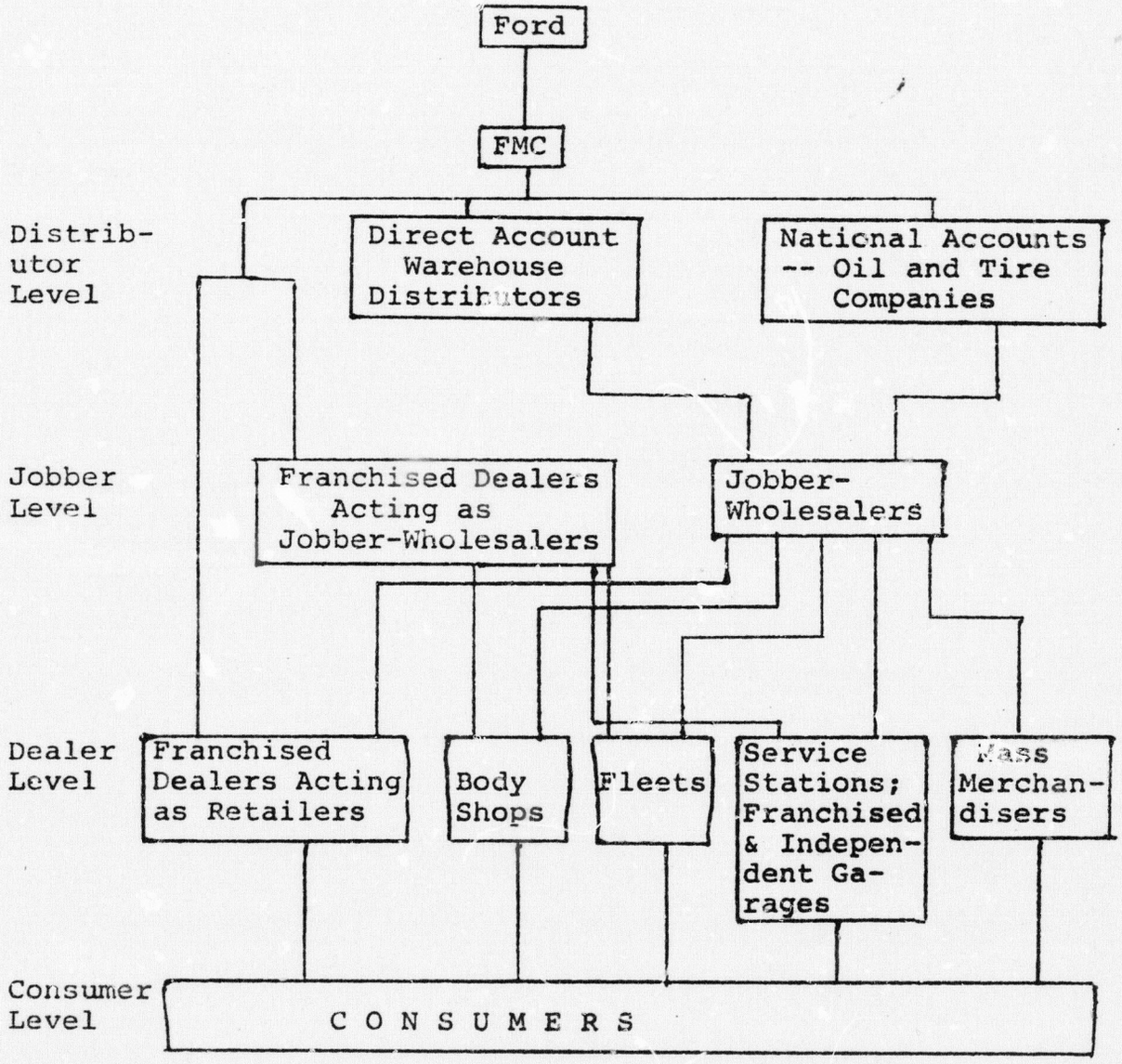
Dx H

DX I Chart of System of Distribution for Ford Automotive Parts

Dx I


Ford
FMC
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Direct Account
Warehouse
Distributors
National Accounts
-- Oil and Tire
Companies
Jobber
Level
Franchised Dealers
Acting as
Jobber-Wholesalers
Jobber-
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as Retailers
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CONSUMERS

DX L-1 Monthly Incentive Claim Form (Form 2714)
(first page)

Dx. L-1

WHOLESALE INCENTIVE CLAIM FORM

USE FP2713 ENVELOPE FOR MAILING THIS STRIP

DEALER CODE

CLAIM MONTH

PART NUMBER		REDIST. ALLOW.	INCENTIVE	FOR DEALER SUMMARY ONLY — COUNTER WHOLESALE: WHOLESALE ACCOUNTS	COUNTER WHOLESALE: MAJOR FLEET, GOVT.	COUNTER WHOLESALE: FORD DEALER EMERG.	SHOP WHLSE.	SERIAL NUMBER	QUANTITY CLAIMED — COUNTER WHOLESALE: WHLSE. ACCTS.	COUNTER WHOLESALE: MAJOR FLEET, GOVT.	COUNTER WHOLESALE: FORD DEALER EMERG.	SHOP WHLSE.
AE60	921 A		.17					005790-1				
A8AZ	1001 A		.02					005915-4				
A8TZ	1001 A		.03					005917-0				
A8TZ	1001 B		.02					005918-8				
A8TZ	1001 C		.06					005919-6				
A8TZ	1001 D		.06					005923-8				
B3TZ	1001 A		.06					005925-3				
B4TZ	1001 A		.06					005926-1				
B5TZ	1001 A		.02					005927-9				
B8TZ	1001 A		.05					005936-0				
C1AZ	1001 A		.03					005929-5				
C1TZ	1001 A		.02					005938-6				
C5AZ	1001 A		.03					005954-3				
C6TZ	1001 A		.03					005976-6				
C6VY	1001 A		.02					005980-8				
D0AZ	1001 A		.02					006001-2				
D0DZ	1001 A		.03					006012-9				
D0TZ	1001 A		.02					006020-2				
B4Q	1007 A		8.27					006090-5				
B4T	1007 A		7.52					006100-2				
B4TZ	1007 A		2.84					006102-8				
B7TZ	1007 A		5.93					006121-8				
C1UU	1007 A		1.67					006340-4				
C3TZ	1007 L		6.37					006504-5				
C4DZ	1007 A		1.83					006359-4				
C4TZ	1007 J		10.25					006519-3				
C4TZ	1007 K		11.44					006391-7				
C4TZ	1007 L		10.54					006521-9				
C4TZ	1007 M		7.52					006522-7				
C5SZ	1007 A		2.21					006442-8				
C5TZ	1007 D		2.66					006448-5				
C6AZ	1007 A		2.51					006527-6				
C8AZ	1007 B		2.51					006570-6				
C8AZ	1007 D		1.97					006572-2				
C8AZ	1007 E		2.21					006573-0				

DX O Agreement Between Central and FLM, April 21, 1965

Dx. O

AGREEMENT made this 7/ day of April, 1969, by and between CENTRAL LINCOLN MERCURY CORP., a domestic corporation of 2002 Coney Island Avenue, Brooklyn, N. Y. (hereinafter "CENTRAL") and FLM COLLISION PARTS, INC., a domestic corporation of 416 Saw Mill River Road, Yonkers, N. Y. (hereinafter "FLM").

RECITALS:

A. CENTRAL is a franchised Lincoln, Mercury and Comet dealer having a code number assigned to it by Ford Motor Company for the purpose of registering transactions between CENTRAL and Ford and having credit facilities established with Ford.

B. FLM has been organized to and is engaged in the business of a parts and accessories dealer and wholesaler.

C. FLM is desirous of purchasing from and through Ford facilities, parts and accessories for Ford, Lincoln, Comet and Mercury automobiles, but FLM has no code number, franchise or credit arrangements with Ford and has requested CENTRAL to consent that Ford issue to CENTRAL a new franchise number in the utilization of which FLM will purchase all of its requirements of said parts from or through Ford on the credit of CENTRAL and CENTRAL is willing to consent to said arrangements, except on the following terms and conditions:

1. Subject to the consent and approval by the appropriate agency of Ford Motor Company, CENTRAL will request Ford to issue to it a new and separate code number and will request Ford to honor purchases made by FLM from Ford against said new and separate code number and to ship such purchases of Ford, Lincoln, Comet and Mercury parts and accessories to FLM. Invoices for such shipments of parts shall be forwarded to CENTRAL which in turn shall bill FLM therefor at the invoice cost price of such parts and accessories, plus 2%. Said invoice cost price shall be the price before discounts, allowances or credits, if any, and said 2% shall be computed on the original invoice cost price. FLM agrees not later than the tenth day of each month, to pay as billed by CENTRAL for all parts and accessories purchased by FLM during the preceding thirty day period and without any deduction, discount or credit whatsoever.

2. The parties agree and understand that a certain obsolescence credit for return of obsolete parts and accessories is permitted by Ford to its franchised dealers. However, FLM shall have no part or portion of said obsolescence credit until the beginning of the fourth year of the term of this agreement and thereafter, FLM shall share to the extent of 90% of said obsolescence credit with CENTRAL based upon return or returns of obsolete parts and accessories. Such share of such credit shall not be or become a claim against CENTRAL unless and until beginning with said fourth year, CENTRAL shall have actually received such

BEST COPY AVAILABLE

credit from Ford and shall only be credited to FLM when, as and if received.

3. This agreement shall be and become effective on the date of execution hereof and shall terminate if either party shall give to the other written notice of intention so to terminate, in which event said termination date shall be at the end of the month following that in which said notice shall have been given. All notices pursuant to this agreement, except bills from CENTRAL to FLM, shall be in writing and sent by registered or certified mail. The date of mailing shall be the date of the giving of such notice.

4. FLM agrees as a condition for the making of this agreement, that it will not, under any circumstances, ever order any accessories or parts from or through Ford, other than by the use of the new code number to be obtained. FLM further agrees that, since it is relying upon the credit and franchise of CENTRAL, it is of the essence of this agreement that FLM shall do nothing which shall impair, restrict, interfere with, or in any way damage the rights of CENTRAL with respect to its franchise and credit facilities and the like. Except in so far as any purchases may be made by FLM under the code number of CENTRAL and only to that extent, FLM shall not in any manner, shape or form, use the name of CENTRAL in any of its advertising, business or other activities, or refer in any way or manner to any claimed association with CENTRAL. It is not intended by anything set forth herein or by any understanding between the parties, that any partnership, joint venture or other business relationship is being created, other than a creditor-debtor relationship in which CENTRAL shall be the creditor and FLM shall be the debtor.

5. In order to better secure CENTRAL against any possible default on the part of FLM in the making of its payments on the tenth day of each and every month (without grace) as set forth above, FLM has simultaneously herewith caused to be deposited jointly with DAVID L. WASSER, Esq., attorney for FLM, of 250 West 57th Street, New York, N. Y. and with RUDOLPH BIRNBAUM, Esq., 36 West 44th Street, New York, N. Y., attorney for CENTRAL, a certain savings account bank book bearing No. 2984 issued by Empire Federal Savings and Loan Association located at Main Street, New City, N. Y. presently standing in the name of JOHN ANDIDERO, residing at 5 Fawn Hollow Lane, New City, N. Y., having a balance as of the date of said deposit, in excess of $15,000. Power of attorney running in favor of said BIRNBAUM and WASSER (escrowees) authorizing them in form acceptable to and approved by said Empire Federal Savings and Loan Association and executed by ANDIDERO, has simultaneously herewith been similarly deposited with said escrowees. The escrowees are hereby authorized and empowered, on three days written demand from CENTRAL certifying to a default or defaults, to withdraw from said bank account such sum or sums as may be required to cure such default, without assent from FLM or ANDIDERO. Physical possession of the bank book shall be with said BIRNBAUM. ----------

credit of the name of CENTRAL shall have been impaired, the escrowee is hereby authorized to make withdrawals from said bank account to the extent that money may exist or exist such impairment or damage. Said escrow deposit shall not be terminated so long as this agreement continues in full force and effect or so long as there shall be any unpaid liability, obligation or indebtedness by FLM to CENTRAL arising out of this agreement or any transactions incident thereto, whether in performance or in breach thereof. However, FLM may cause deposit of other cash security of value equal to said bank account, in which event the escrowee shall surrender up the bank book and power of attorney aforementioned and receive, accept and hold such substitute collateral in place and instead of said bank book and subject to the provisions of this paragraph. Whenever the balance in said bank account or any substituted cash asset in place thereof, shall fall below the sum of $15,000., FLM shall cause to be paid to said escrowee, such sum of money as shall bring such account or assets to the full amount of $15,000. Demand therefor shall be made in writing, addressed to FLM. Compliance therewith shall be within five days from mailing of said demand. Failure to comply therewith shall constitute a breach of this agreement. The obligations of the escrowee shall be strictly limited to the holding of the bank book and power of attorney or substitute cash assets, to payment in accordance with the provisions of this paragraph out of said fund and shall not extend beyond such obligations and to that end, the escrow provisions hereof shall be strictly construed. Receipt of said bank book and power of attorney and consent to the terms of this paragraph as evidenced by signature at the foot hereof by the escrowee and by JOHN ANDIARO, shall constitute acceptance of the escrow arrangements set forth herein. This agreement constitutes the entire understanding and agreement between the parties. There are no representations, understandings or agreements, other than expressly set forth herein.

6. This agreement may not be varied, altered or modified unless by an instrument in writing signed by the parties hereto. This agreement shall be binding upon and ensure to the benefit of the parties hereto, their successors, distributees, legatees and legal representatives. Because of the nature of this agreement, same may not be assigned by FLM without the prior written consent of CENTRAL.

IN WITNESS WHEREOF, the parties have hereunto set their respective hands and seals the day and year first above written.

CENTRAL LINCOLN MERCURY

By _____

ATTEST:

_____
SECRETARY

_____
JOHN ANDIARO

FLM COLLISION PARTS

By John Andiaro

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DX S Analysis of Audit Findings, November 1969

DX 3

ANALYSIS OF EXHIBIT FINDINGS

DEALER CODE	DEALER	STATE SALES: INVENTORY CUSTOMERS	STATE SALES: OTHER	STATE SALES: INTERNET CENSUS	TEST PERIOD WHOLESALE SALES: OTHER	TEST PERIOD WHOLESALE SALES: INVENTORY CUSTOMERS, OUTSIDE FRANCHISE	TEST PERIOD WHOLESALE SALES: REVENUE SALES	TEST PERIOD WHOLESALE SALES: EMERGENCY SALES	TEST PERIOD WHOLESALE SALES: FLEET REPLACEMENT	TEST PERIOD WHOLESALE SALES: TOTAL	TOTAL PERIOD STATE SALES: INVENTORY CUSTOMERS	TOTAL PERIOD STATE SALES: OTHER	TOTAL PERIOD WHOLESALE SALES: FLEET REPLACEMENT	TOTAL PERIOD WHOLESALE SALES: [illegible]	TOTAL PERIOD WHOLESALE SALES: OUTSIDE [illegible]	TOTAL PERIOD WHOLESALE SALES: REVENUE [illegible]	TOTAL PERIOD WHOLESALE SALES: EMERGENCY SALES	TOTAL PERIOD WHOLESALE SALES: OTHER	TOTAL PERIOD WHOLESALE SALES: TOTAL
20265	[illegible] Motors				38					38								38	38
[illegible]	[illegible]	3993			980	54	1368			4543	3869			52	1367			330	4718
2221	Joe Bonsall's Ford				194	16	6955		782	11944			7936	1371	7016	455	1005	52	17835
7[illegible]	Pulliam Ford	178			15		319		1550	2057	173				319		1550	15	2057
8821	Francis Ford	31			6		37	1250		1344	31				37	1250		6	1344
[illegible]	[illegible] Hoffmann				102	5	1249			356				5	249			102	356
20375	[illegible] Hammaker				28		119			147					119			28	147
5047	[illegible] Ford Truck	33			58	19	860	324		711	33			19	860	58		58	993
8007	Weaver Ford Truck	-			164			316		480	-					316		164	480
5077	Bill Hanna	3056				188				3244	8598			550					9148
4[illegible]	[illegible] Ford				103				1036	1139							13946	1393	14339
4[illegible]	[illegible] Ford	3458	905							3660	8339	955							9294
5[illegible]	[illegible] Ford	-				22	518	164		704				52	518	164			734
6[illegible]	[illegible] Ford	1085			134	113	1131			2391	1085			113	1131			152	2391
[illegible]	[illegible] Allen Ford	135			16	19	196	136	51	541	198			14	196	136	51	6	601
[illegible]	[illegible] Motors	2348			58				367	1673	2348						367	57	2772
[illegible]	[illegible] Ford	302							114	816	302			2334			114		2750
[illegible]	[illegible] Ford									—							113		113
[illegible]	[illegible] City Motors	223				64	161		604	1149	606			64	636		505	133	2344
[illegible]	[illegible] Motor Co	25			54	30	117			1659	25		1666	80	117			159	1847
[illegible]	[illegible] Motor Co	1436							386	9471	2821		1956				3311	1676	10243
[illegible]	[illegible] Ford Truck	15030	100		1175	523	1897	758	1036	41193						182	730	96	1008
[illegible]	[illegible] Ford					7011		930		7935				17665			310		17975
[illegible]	[illegible] Ford	4131						59		4190	4771						59		4830
[illegible]	[illegible] Motor	573	5		24	27		34		153	1234	5		43			34		1316
[illegible]	[illegible] Ford		350		110	15				445		350		15				110	475
[illegible]	[illegible] Ford LM	-				8		327		835				8		327			835
[illegible]	[illegible] LM	-						326	1459	2185						726	1459		2185
[illegible]	[illegible] LM	40				12	709			761	40			12	709				761
[illegible]	[illegible] Ford Truck				53					53								3	3
[illegible]	[illegible] Pickup	3248				98				3346	7099			8					7107
[illegible]	[illegible]	1417				56				1473	4370		169	54					4593
5[illegible]	[illegible] Ford	649			36	11293				12178	2522	27		30[illegible]			152	57	2788
[illegible]	[illegible] Chevrolet Service	93					759		1319	2171	93						1219		1312
[illegible]	[illegible] Ford		10		2			135	991	646		19	1014			125		9	1167

Analysis of Audit Findings

Dealer Code / Name	Store Sales: Individuals Customers	Store Sales: Other	Test Period Wholesale Sales: Other	Test Period Wholesale Sales: Individuals Customers	Test Period Wholesale Sales: Service Agreements	Test Period Wholesale Sales: Rebates Sales	Test Period Wholesale Sales: Fleet Sales	Test Period Wholesale Sales: Fleet Commission	Test Period Wholesale Sales: Total	Ship Sales: Individuals Customers	Ship Sales: Other	Ship Sales: Fleet	Total Audit Wholesale Sales: Individuals Customers	Total Audit Wholesale Sales: Service Agreements	Total Audit Wholesale Sales: Rebates Sales	Total Audit Wholesale Sales: Fleet Sales	Total Audit Wholesale Sales: Other	Total Audit Wholesale Sales: Total
01-01 Test Period	75		19	116	158		505		798	75			116	158				274
Store Sales	411		108	302					410	894			302					1196
Totals	26755	581	1277	19051	19054	9735	8901	9615	29165	44519	321	29544	51013	19264	4989	22722	4164	177152
	3%	2%	4%	33.4%	16.7%	9.5%	10.0%	13.5%	100.0%	75.2%	0%	17.2%	28.8%	10.9%	2.8%	12.8%	2.4%	100%

DX U Memorandum from Knipper to Barrett,
February 20, 1970

Dx U.

Intra Company

Autolite-Ford Parts Division

February 20, 1970

To: Mr. R. A. Barrett
Mr. M. J. Rowlands

Subject: Wholesale Incentive Study

The purpose of this letter is to outline the status of all phases of the Wholesale Incentive Study and to request your comments with regard to several phases. We have listed the six phases in order of their completion as shown below:

Phase	Status
1. Require dealers to purchase parts direct from the Company.	This change has been printed and will be distributed as part of the March 1st price list. The dealer announcement letter has been reviewed and concurred in.
2. Make crash parts (Code W) ineligible for incentive when sold for export.	Concurrences received from all activities, except the General Sales Office. Implementation of this phase must be deferred until agreement is reached with Finance and Marketing Staff, relative to the sales reduction resulting from this action.
3. Revise statements of eligible sales and ineligible sales to: a. minimize dealer misinterpretation, b. tighten fleet qualifications, and c. reduce abuse of the emergency provision for sales between Ford and L-M dealers.	Proposed restatement was part of the material to be discussed with Mr. Page on January 22, 1970; however, time did not permit review and discussion. (Attachment I)
4. Establish a system to pre-approve wholesale customers and identify these customers by a code number.	Discussion during the January 22, 1970 meeting with Mr. Page developed a need to revise the material presented to be compatible with assumptions outlined in the meeting discussion. The new proposal is attached to this letter. (Attachment II)

Phase	Status
5. To the extent feasible, eliminate wholesale incentive on slower moving parts (generally identified as Class "B" and "C" parts).	Mr. Page indicated his approval to review the "B" and "C" parts on a product line basis. This will extend over a period of time, and incentive amounts will be removed as the study of each line is completed. Four computer runs will be made to aid in this review. (Attachment III)
6. Revise the wholesale incentive claim procedure from one based on claim by invoice to a claim system by part number with the Division supplying a preprinted claim pad. Also determine the feasibility of establishing a new system whereby the Division would sell to dealers at jobber price all parts purchased in excess of an agreed-to amount which represented expected retail usage.	Mr. Page indicated that these two studies should proceed. The next progress report will be February 27.

As indicated above, a copy of the proposed statements of eligible and ineligible sales (Phase 3) is attached. When you met with Mr. Page in early February to discuss the proposed eligibility rules, consideration was given to revising the eligibility of sales between dealers to the way Chrysler states theirs. Interestingly, it has been learned that this new provision (effective 1-1-69) evidently has gone unnoticed by Chrysler dealers. It is difficult, therefore, to establish its effectiveness.

With respect to the pre-approval of wholesale customers (Phase 4), we have developed what we consider to be a practical, minimum-cost alternative. Essentially, it requires identification of the wholesale customer. The dealer will have the option of coding or writing the customer's name and address. The proposal does require dealers to submit to the district pertinent data on each of his fleet customers which are serviced in the shop. It is believed that this requirement will help identify ineligible shop customer claims by way of a desk audit. We think anything beyond this level of customer verification will be either too costly or difficult to administer (100% pre-approved coding).

To "plow" ahead with resolution and implementation of the various phases of this overall study, I would appreciate receiving your comments relative to the attached proposals by February 26, 1970.

R. W. Knipper

Attachments

ATTACHMENT I

Intra Company

Autolite-Ford Parts Division

January 7, 1970

To: Mr. J. F. McGrath
Mr. R. W. Knipper

Subject: Proposed Changes in Dealer Wholesale Incentive and Allowance Policy

The purpose of this communication is to present for your review and concurrence proposed changes to the Division's policy for dealer wholesale incentive and allowances to accomplish (1) a tightening-up of the rules of eligibility and the circumstances under which incentives and allowances will be granted, and (2) implement the proposed change in policy which will require dealers to obtain prior approval and record their wholesale accounts. The revised policy incorporating the proposed changes is shown on the attached which is typed in the format as it would appear in the General Information Section of the Dealer Master Price Lists.

The major changes proposed are:

1. In format, the "Summary of Incentives or Allowance on the Sale or Use of Ford Motor Company Parts" will be divided into two major parts: Part "A" - General Provisions; and Part "B" - Specific Program Provisions for Wholesale Incentives and Allowances on the Sale and Use of Ford Motor Company Parts." This subdivision was required to state the requirements for the prior approval and recording of wholesale accounts, which would have been too cumbersome and confusing under the previous format. In addition, a statement of the general provisions governing all programs can be better highlighted in a separate part. For example, paragraph 2 of Part "A", sub-titled "Purchase Requirements" is devoted specifically to the statement that only the sale of eligible parts purchased directly from the Company are eligible for wholesale incentive and allowance credits from the Company. A reference to this paragraph is contained in the "Eligible Parts" column for each program in Part B.

   In the "Specific Program Provisions" Part "B", the columnar headings "Eligible Sales" and "Ineligible Sales" have been changed to read "Eligible Sales and Customers" and "Ineligible Sales and Customers" to reflect that the qualifications and restrictions contained therein refer to both the type of sales and the customers to whom such sales can be made.

2. The proposed major changes in definitions of eligibility are:

a. The definition of "Eligible Parts" under the Wholesale Incentive Program has been expanded for the purpose of clarification to state that such parts relate to the product offerings of the Autolite-Ford Parts Division which include genuine replacement parts, Autolite-branded parts and Car-Lite Glass. The present defintion states that only genuine replacement parts are eligible parts.

b. The definition of an eligible fleet account under the Wholesale Incentive Program has been changed to pattern that of Chevrolet which requires "a fleet of five or more cars and/or trucks of less than 2½ ton capacity, or one truck of 2½ ton capacity or more, who uses such vehicle(s) regularly in commercial service or as part of a rental or leasing company."

The present definition merely states five or more engines including industrial engines, which are excluded in the proposed definition.

c. The broad definition of "sales to customers engaged in the purchase and resale of automotive parts" has been eliminated and replaced by a provision permitting the granting of wholesale incentive on sales only to export agencies which purchase such parts for resale to customers outside the territorial limits of the 50 United States. The net effect of these changes is to limit the granting of wholesale incentive on sales for resale only to export.

d. The definition for emergency sales to other Ford dealers has been expanded to also require that the ordering dealer needed the part prior to the time he could have obtained it from his regular sourcing depot. In addition, quantity or volume sales to another Ford dealer are specifically stated to be ineligible under the emergency sales provisions.

e. The categories of eligible customers under the Wholesale Incentive Program have been expanded to state separately other-make new and used car and truck dealers.

f. The Glass Installers Incentive Program is to be eliminated and sales of Car Lite Glass to Automotive Repair Shops, Top and Body Shops, etc. will be eligible for incentive under the Wholesale Incentive Program. As a result of these changes, Car Lite Glass will be treated in the same manner as other parts.

We shall be happy to discuss this matter with you further.

S. E. Williamson

SUMMARY OF INCENTIVES OR ALLOWANCES ON THE SALE OR USE OF FORD MOTOR COMPANY PARTS

Part "A" - General Provisions

1. Programs Offered - The following incentive and allowance programs are available to any Ford or Lincoln-Mercury dealer holding a valid franchise with the Ford Motor Company:

   - Wholesale Incentive Program
   - Fleet Redistribution Allowance
   - Spark Plug Allowance on Government Sales

   In addition to the above programs, a Glass Installers Incentive is available only to dealers holding a valid "Ford or Lincoln-Mercury Dealer Automotive Glass Installers Agreement" (Form 925-6) and may be claimed only on Car-Lite glass installed by the eligible dealer.

2. Purchase Requirements - To be eligible for any of the incentives or allowances described above, the part(s) for which an incentive or allowance is being claimed must have been purchased directly from the Ford Motor Company or acquired in the stock of a predecessor Ford or Lincoln-Mercury dealer who purchased the part directly from the Ford Motor Company. Sales of parts purchased from (a) Autolite Direct Accounts, (b) other Ford or Lincoln-Mercury dealers except as specified under the Emergency Sales Provisions of the Wholesale Incentive Program, and (c) from any other source are not eligible parts sales upon which an incentive or allowance can be claimed from the Ford Motor Company.

Claim Procedure - To obtain wholesale incentive or allowance, claims must be submitted to the Ford Motor Company not later than the fifteenth of the month following the month in which the eligible sale was made. Claims are to be submitted on Form AF-2715, Application for Incentive and Allowances Claimed on the Sale of Ford Motor Company Parts, with a supporting AF-2715-A, Summary of Parts Incentive or Allowance form(s) for each program and/or type of sale for which a claim is being submitted.

Each claim must be supported by sales records which show that the parts on which incentive or allowance were claimed are eligible parts sold to an eligible account as outlined in the "Specific Program Provisions" shown on the following two pages. The sales records must be maintained by the dealer for a period of 24 months following the month in which the sale was made, and are to be immediately available for audit by the Ford Motor Company.

Note: The acceptance of a claim submitted under the provisions of this paragraph or under any paragraph in this policy does not preclude the Ford Motor Company from auditing and charging back any ineligible sales to dealers.

4. Specific Program Provisions - Specific provisions defining parts, sales and customer eligibility for each of the incentive and allowance programs are outlined in the following two pages sub-titled Part B, "Specific Program Provisions for Incentives and Allowances on the Sales or Use of Ford Motor Company Parts".

A - SPECIFIC PROGRAM PROVISIONS FOR INCENTIVES AND ALLOWANCES ON THE SALE OF FORD MOTOR COMPANY PARTS

Wholesale Incentive Program - Available to all Ford and Lincoln-Mercury dealers who hold a valid franchise with Ford Motor Company.

Program Description	Incentive or Allowance	Eligible Parts
Provides incentive on sales of certain parts by Ford and Lincoln-Mercury dealers so that they can compete for sales of parts to wholesale accounts.	The amount of the incentive is listed in the "Wholesale Incentive Per Piece" column of Ford Motor Company Master Price Lists.	Eligible parts include only new and unused parts offered by the Autolite-Ford Parts Division including genuine replacement parts, Car Lite Glass, and Autolite branded parts which (a) were purchased in accordance with the provisions stated in paragraph 2 of A, and (b) for which an incentive amount is shown in the current Ford Motor Company Master Price Lists. Autolite branded parts are identified with an asterisk (*) to the left of the "Class" column in the Ford Motor Company Master Price Lists.

Eligible Sales and Customers	Ineligible Sales and Customers
Sales of eligible parts to any independent garage, service station, body shop or repair shop actually engaged in automotive repair or service work who purchases the eligible parts primarily for repair or service work in their own facilities and not for resale.	Sales to retail customers. Sales of any parts to any customer for dealership repairs, except sales to eligible fleets, government accounts or an eligible leasing or rental company owned by the dealer.
Sales of eligible parts to any eligible fleet account which purchases the eligible parts for use in the service and repair of vehicles owned or operated by the fleet. Eligible fleet accounts include only those accounts which own or operate (1) five or more passenger vehicles, or (2) five or more trucks of less than 2½ ton capacity, or (3) any combination of five or more cars and trucks of less than 2½ tons capacity, or (4) one or more trucks of 2½ ton capacity or more who use such cars and/or trucks regularly in commercial service or as part of a rental or leasing operation.	Sales to any other departments or operations of the dealership or any other concern in NEW or USED vehicle sales, leasing (except leasing or rental companies described under Eligible Sales and Customers), service or parts business, that is owned or controlled in whole or in part by the same owner as the dealership, e.g. separate used car operation, body shop, repair shop, associate dealer, etc.
Purchase and use of eligible parts by any leasing or rental company owned by the dealer which maintains separate records including parts purchases.	Sales to any insurance company purchasing parts in connection with claims against it.
Sales of eligible parts to any federal, state, county or municipal government and their directly related subdivisions which purchases the eligible parts for the service and repair of their own vehicles.	Sales to other Ford or Lincoln-Mercury dealers, (except under the emergency conditions described under Eligible Sales) Ford Tractor dealers, Authorized Reconditioners, Ford Industrial Products dealers or distributors, Autolite Direct Accounts, or any combination thereof, or to brokers or any parties acting as intermediaries who purchase the eligible parts for resale, directly or indirectly, to among or between any of the foregoing.
Sales of eligible parts to any other make new or used car or truck dealer who purchase the eligible parts for servicing or repairing any vehicle, new or used, owned by such dealer; or the vehicles of such its service customers.	Sales of obsolete or surplus parts to scrap dealers or other buyers of such parts.
Sales of eligible parts to any export agency which purchases the eligible parts for resale to customers located outside the territorial limits of the 50 United States.	Quantity or volume sales to other Ford or Lincoln-Mercury dealers on an emergency basis.

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Item Description	Incentive or Allowance	Eligible Parts
Fleet Redistribution Allowance Program - Available to all Ford and Lincoln-Mercury dealers who hold a valid franchise with Ford Motor Company.		
Provides additional allowance to Ford and Lincoln-Mercury dealers for sales of Autolite-branded parts:	10% redistribution allowance (calculated on the dealer price less any applicable wholesale incentive on the part as shown in the current Ford Motor Company Master Price Lists) and may be claimed in addition to the amount allowed under the Wholesale Incentive Program.	New and unused Autolite-branded parts on which an incentive amount is shown in the current price list. These parts are identified with an asterisk (*) to the left of the "Class" column in Ford Motor Company Master Price Lists. The parts must have been purchased in accordance with the provisions stated in paragraph 2 of Part A.
All Autolite-branded parts except batteries.		
Autolite batteries.	The amount of the allowance is shown on page 26 of this section.	All Autolite batteries regardless of where purchased.

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Eligible Sales and Customers	Ineligible Sales and Customers
Sales of eligible parts to another Ford or Lincoln-Mercury dealer holding a valid Ford Motor Company franchise, who, prior to the time such dealer could obtain the parts from his regular sourcing depot requires such parts for an emergency repair of a retail customer's Ford Motor Company vehicle, provided that the dealer making the emergency repair is more than 100 miles from his facing depot.	Sales to any customer engaged in the purchase and resale of automotive [illegible] except export agencies, as defined Eligible Sales and Customers.
"Counter" wholesale sales of Autolite-branded parts only to any of the Divisions or subsidiary corporations (excluding franchised vehicle dealerships and retail service subsidiaries) that are owned or controlled in whole or in part by Ford Motor Company which maintain their own facilities and purchase such parts for the service and repair of their own vehicles in such facilities.	

Sales of eligible parts to any account included within the following categories provided that such account maintains its own service facilities and purchase the eligible parts for the repair and service of its own vehicles in such facilities: • Any fleet account listed in the Major Fleet Sales Department, Ford Division General Office, • Any other fleet account having 25 or more vehicles nationally for which district approval has been received on AF-2715-E as an approved fleet account. • Any federal, state, county or municipal government, and their directly related subdivisions. • "Counter" wholesale sales to any of the Divisions or subsidiary corporations (excluding franchised vehicle dealerships and retail subsidiaries) that are owned or controlled in whole or part by Ford Motor Company.	Parts purchased by any account for resale. Parts sold to any account for in-dealership repairs. Insurance companies purchasing parts in connection with claims against them.

Spark Plug Allowance on Government Sales Program - Available to all Ford and Lincoln-Mercury dealers who hold a valid franchise with Ford Motor Company.

Program Description	Incentive or Allowance	Eligible Parts
Provides Ford and Lincoln-Mercury dealers with an additional incentive rebate so that they can compete for spark plug sales to government agencies.	7½ allowance (calculated on the Dealer Price less any applicable wholesale incentive on the part as shown in the Ford Motor Company Master Price Lists) may be claimed in addition to the amounts allowed under the Wholesale Incentive and Fleet Redistribution Programs.	New and unused Autolite-branded spark plugs, purchased in accordance with the provisions stated in paragraph 2 of Part A.

Eligible Sales and Customers	Ineligible Sales and Customers
Sales to any federal, state, county or municipal government and to their directly related subdivisions only, which maintain their own facilities and which purchase such parts for the repair and service of their own vehicles in such facilities.	Sales for in-dealership repairs.

ATTACHMENT II

Wholesale Incentive

Objective: Eliminate Wholesale Incentive claims on sales to ineligible customers.

Description: 1970 Wholesale Incentive claims are estimated at $51 million. Preliminary analysis indicates that erroneous claims due to all causes amount to a maximum of $2.4 million, or 4.7% of total claims payments. Claims paid on sales to ineligible customers represent $1.3 million or 55% of total erroneous claims. Analysis of erroneous claims follows:

	Erroneous Claims	
1. Ineligible Customers..	Percent Of Total	Amount (Millions)
Counter Wholesale Sales		
To Other Ford Dealers	20.0%	$0.5
To Other Customers	9.5	0.2
Total	29.5%	$0.7
Shop Wholesale Sales		
To Retail Customers On Insurance Covered Repairs	20.0%	$0.5
Other	5.6	0.1
Total	25.6%	$0.6
Total Ineligible Customers	55.1%	$1.3
2. All Other Erroneous Claims	44.9	1.1
Total Erroneous Claims	100.0%	$2.4

As shown above, two principal classes of ineligible customers -- insurance work in the shop and sales to Ford Motor Company dealers account for $1.0 million or almost 80% of total potential claims reduction.

Proposal: Redesign wholesale incentive claim form to provide space for dealer to write in customer name in addition to date, document number and incentive amount. Require separate recording and summarizing of claims on sales to Ford Motor Company dealers. Dealers may be given the option of substituting a numerical code for the name of a customer. This code number and corresponding customer name would be supplied to the Incentive Control and Analysis Section for reference purposes. Instructions to dealers relative to maintaining a customer name and code number register would provide that dealers use the same code numbers now used in their automated accounting system.

In addition, dealers would be required to list shop fleet customers on a form and show the number of vehicles operated by the fleet. This list could be reviewed for obvious ineligible fleets and the dealer advised of their ineligibility. The balance of "eligible" shop fleets could be verified on a selected basis.

Comment: Preliminary evaluation indicates that erroneous claims on sales to ineligible customers amounts to $1.3 million or 2.6% of total claims. Analysis of recent dealer audits reveals that 75-80% of these ineligible customer claims are attributable to insurance work in the shop or counter sales to Ford dealers.

We believe requiring dealers to disclose their customer name on claims will result in a substantial reduction of claims on known ineligible customers. Review of shop customers' names by a desk audit in the Controller's Office would identify suspected ineligible customers. These claims would be referred to the district for investigation. Also, claims on sales to Ford dealers would be scanned for suspect claims.

The balance of erroneous claims attributable to ineligible customers ($0.3 million) represents too small a potential savings to justify a field verification of the customer and/or a code system designed to assure eligibility of that customer and simplify the desk audit procedure.

Recommendations:

1. Redesign claim form to provide space for customer's name.

2. Advise dealer that a code number may be used in lieu of customer name and provide dealers with instructions regarding maintenance of a customer code register.

3. Require dealer to fill out and return to the district a form on all fleet customers served in the shops showing fleet's name, city and state, type of business and number of vehicles operated according to vehicular requirements for an eligible fleet.

4. District would review fleet list, verify data as required (probably on border line cases or other suspect data) and advise dealer of ineligible fleets. Districts would provide a list of eligible fleets by dealer to Incentive Control and Analysis Section.

ATTACHMENT III

Autolite Company

Autolite-Ford Parts Division

February 20, 1970

To: Mr. G. L. Stock

cc: Mr. R. W. Knipper

Subject: Incentive Bearing Parts Reports

In accordance with our discussions, please prepare four reports, three of which are to list all of the incentive bearing parts and the fourth is to list the non-incentive bearing parts of those product lines which are printed in Report #3. The general instructions which are applicable to each report are as follows:

Instructions Applicable to all Runs

1. References to Product Line designate the 875 Product Line code structure used by Pricing.

2. "Interchangeable" refers to Pricing File code (P) that identifies parts interchangeable with other make vehicles (i.e., heavy truck).

3. Service class refers to the volume designation codes A, B and C. Parts having another service classification such as V should be grouped with the appropriate volume designation code (i.e., A, B or C).

4. All groups included in any one run should be mutually exclusive (i.e., no part should be shown in more than one category). Since source parts could logically belong to more than one group, they should be selected in the order indicated by the run specification (i.e., an extra heavy duty truck part that belongs to a crash part product line should be shown in the extra heavy duty truck part category only).

5. Totals should be printed at every sequence break. Totals should cover: number of included part numbers, each dollar sales column, each piece volume column and inventory.

6. Every sequence break should terminate printing on that page and cause a skip to the next page.

7. The report should be printed on four-part paper.

G. L. Stock

e groupings for each report should be made as follows:

PORT #1

970 Parts

A Service Classes

I. Autolite
- Product Line (875 Product Line Category)
  - Part Numbers - In Declining Dealer Dollar Sales Sequence

II. Heavy Duty Truck
- All Interchangeable Parts
  - Product Line
    - Part Numbers - In Declining Dealer Dollar Sales Sequence
- Non-Interchangeable Parts
  - Product Line
    - Part Numbers - In Declining Dealer Dollar Sales Sequence

III. Crash
- Product Line (25 of 875 Product Lines - Please See Attachment "A")
  - Part Numbers - In Declining Dealer Dollar Sales Sequence

IV. Ford Brand Competitive
- All Interchangeable Parts
  - Product Line
    - Part Numbers - In Declining Dealer Dollar Sales Sequence
- Non-Interchangeable Parts
  - Product Line (875 Product Line Category)
    - Part Numbers - In Declining Dealer Dollar Sales Sequence

B Service Classes
Same Categories as "A"

C Service Classes
Same Categories as "A"

969 and Prior Years Parts

Same Categories as 1970 Parts

REPORT #2

Same as Report #1 except list part numbers in declining dealer <u>piece</u> sales sequence.

REPORT #3

Product Line (Each of 875 Lines Which Contain Incentive Bearing Parts)

I. Interchangeable Parts
   - Part Numbers - In Part Number Sequence

II. Extra Heavy Duty Truck Parts
   - Part Numbers - In Part Number Sequence

III. A Service Class
   - Part Numbers - In Part Number Sequence

IV. B Service Class
   - Part Numbers - In Part Number Sequence

V. C Service Class
   - Part Numbers - In Part Number Sequence

REPORT #4

Same as Report #3 except list the remaining parts (non-incentive bearing) of those product lines that were printed in Report #3.

The report field content we are requesting is:

Reports #1, #3 and #4	Report #2
. Part Number	. Part Number
. Part Name	. Part Name
. Service Classification	. Service Classification
. Dealer Net	. Dealer Net
. Incentive Amount (N/A to #4)	. Incentive Amount
. Unit Selling Package	. Unit Selling Package
. 1969 Demand-Dollar-Dealer	. 1969 Demand-Piece-Dealer
. 1969-Demand-Dollar-Motor Reconditioner	. 1969 Demand-Piece-Motor Reconditioner
. 1969 Demand-Dollar-Total Export	. 1969 Demand-Piece-Total Export
. 1969 Demand-Dollar-Total	. 1969 Demand-Piece-Total
. 1968 Demand-Dollar-Dealer	. 1968 Demand-Piece-Dealer
. 1967 Demand-Dollar-Dealer	. 1967 Demand-Piece-Dealer
. 1969 Demand-Piece-Dealer	. 1969 Demand-Dollar-Dealer
. Inventory-Dollar	. Inventory-Dollar

Finally, we would like to have a summary printed at the conclusion of Reports #1 and #3. The summary of Report #1 should carry forward the total information of the following categories:

1970 Parts

- A Service Classes
  - Autolite
  - Extra Heavy Truck
  - Crash
  - Ford Competitive
    - Interchangeable Parts
    - Non-Interchangeable Parts
- B Service Classes
  Same Categories as Shown in "A"
- C Service Classes
  Same Categories as Shown in "A"

1969 and Prior Year Parts

Same Categories as 1970 Parts

The summary of Report #3 should carry forward the quantity of part numbers and 1969 dealer dollar volume for each product line, categorized as follows:

Product Line	Interchangeable		Extra Heavy Truck		A		B		C	
	# Pts	Demand	# Pts	Demand	# Pts	Demand	# Pts	Demand	# Pts	Demand

In view of the complexity of this request, we will appreciate the opportunity to review it with you again personally at your earliest convenience.

M. L. Geiger

Attachment

CRASH PARTS

Pricing File Product Line Code Identifications

01AD	27AA
01AE	27AB
01AF	27AC
01AK	27AE
01AM	27BA
01AN	30AA
01AP	30AB
04AA	30BA
04BD	00GB
19AA	014H
19AB	01AW
19BB	
25AD	
25CA	

DX X-13 Dealer Contact Report Prepared by
D'Angelo, October 22, 1969

DEALER CONTACT REPORT

ROUTING

ACTION

DX - X-13

Central L-M

CITY AND STATE 270e
Brooklyn, N. Y.

ZONE 7

DATE 10/22/69

T. Sullivan

IN FOR CALL
Audit

ASST DIST MGR
SERV REG MGR
WARR CLAIMS MGR
PLANS ANAL MGR
CAR MDSG MGR
LT TRUCK MDSG MGR
HVY TRUCK MDSG MGR
FLEET MDSG MGR
FALS MGR
USED VEH MGR
BUS MGMT MGR
DISTRIBUTION MGR
P & S MERCH MGR
SERVICE MGR.
CUST. REL MGR.

INDIVIDUAL CONTACTED - TITLE - DATE
Dealer; Gordon; Wholesale Parts Mgr., S. McKee

DETAIL (1) PROBLEM (2) RECOMMENDATION (3) ACTIONS TAKEN OR TO BE TAKEN (4) TIMETABLE

The writer in company with Mr. A. Ermilio, N. Y. L-M District Assistant District Manager, Service, and Mr. G. Gilpin, Auditor, Controllers Office, Livonia, met with the principal and his Parts Manager to review the results of the AFPO portion of the audit performed at this dealership.

The attached file was reviewed and discussed with the result that the dealer and the wholesale parts manager stated they would take the necessary steps to avoid a recurrence in reporting the discrepancies disclosed as indicated in Mr. Gilpin's report.

Upon the inquiry as to how they would be expected to pay the chargeback the writer suggested that normally they would be expected to be charged back on their next parts statement. This method of payment was accepted by the principal to be charged against Dealer Code 13430.

ATTACH SUPPLEMENTAL SHEET(S) IF NECESSARY

SIGNATURE OF CONTRACTOR ADMINISTRATOR

Mgr. Sales

DX X-15 Dealer Contact Report Prepared by
D'Angelo, February 11, 1970

FORD DIVISION
FORD MOTOR COMPANY

DEALER CONTACT REPORT

2 file

ROUTING

DISTRICT MGR
ASST DIST MGR
GENL FLD MGR
MARKET REP MGR
PLAN & ANAL MGR
CAR MDSG MGR
LT TRUCK MDSG MGR
HVY TRUCK MDSG MGR
FLEET MDSG MGR
FALS MGR
USED VEH MGR
BUS MGMT MGR
DISTRIBUTION MGR
SERVICE MGR
CUST REL MGR
IMPORTED VEH SPEC

ACT. INFO. / INITIA

DEALER: Peekskill L-M, Inc.
CITY AND STATE: Yonkers, N. Y.
ASSIGNED TO: A. Hunter
ZONE: 14
DATE: 2-11, 1970
PHONE OR CALL:

Dx. X-15

INDIVIDUAL CONTACTED - TITLE - DATE
R. S. Vogels, Dealer; L. Piscatello, Parts Mgr.

DETAIL (1) PROBLEM (2) RECOMMENDATION (3) ACTIONS TAKEN OR TO BE TAKEN (4) TIMETABLE

Mr. A. Hunter, Zone Manager, in early February, called the writer and advised that Mr. Vogels was still concerned that he had not received a second parts code number per his letter of July 1, 1969, The writer explained to Mr. Hunter that Mr. Vogels was advised by phone upon receipt of his letter that we had previously been contacted by Mr. W. W. Moore, N. Y. District L-M Sales Office, who mentioned the code was intended for F.L.M. Auto Parts. F. L. M. had a code number with Central L-M in Brooklyn and, therefore, we would not transfer the number unless Central L-M terminated the code. In any event, Mr. Vogels insisted on a meeting which was held at his dealership, date. His parts manager and Mr. Hunter were present.

Mr. Vogels' intent is to take on Bernard Auto Parts, a parts outlet primarily wholesaling sheet metal parts to body shops with the second code number. This operation is presently giving the dealer up to $5000. a month. It is no doubt an attempt to compete with F. L. M. However, the writer asked for dealer's request in writing, outlining his reason, the need, and the incremental volume anticipated and the matter would be taken under advisement with management.

BEST COPY AVAILABLE

ATTACH SUPPLEMENTAL SHEET(S) IF NECESSARY

SIGNATURE OF CONTACTING ACCOUNT REP.

Mgr.

DX Y Letter from O'Halloran to Stroh, May 20, 1970

272e

Dx. Y

May 20, 1970

CONFIDENTIAL

Mr. E. R. Streb
Assistant General Sales Manager

Subject: USE OF TWO DEALER CODES IN THE NEW YORK DISTRICT

As I discussed with you and Mr. Rowlands a situation came to Mr. Rose's attention that led him to believe that a certain abuse was taking place with respect to the use of a second code by certain dealers. He brought Mr. D'Angelo to my office to discuss the case in question and based on this discussion it was determined that an investigation of each of the double codes should be instituted. Attached you will find the original of this investigation along with comments on each by Mr. Rose. Below you will find comments of mine on certain of the dealerships in question:

CENTRAL LINCOLN-MERCURY

I concur in Mr. Rose's conclusion that the second code for this dealership to supply P&A on a drop ship basis be cancelled immediately and the dealer counseled as to the reason for cancellation. It is apparent from the dealer's letter to Frank D'Angelo that he was not hiding his intention when he applied for the code. The district letter to Guy Stevens requesting the second code, however, does not portray the dealer's plan. Both of these communications can be found under the tab entitled "Central Lincoln-Mercury".

It should also be noted that in the Lincoln-Mercury audit of October 1969 the Lincoln-Mercury auditors did not pick up this discrepancy nor was it reviewed at the closing conference. Both the 1692 and a copy of the auditor's report are also in this section.

The entire situation was brought to light by Parkview Lincoln-Mercury applying for a similar situation, as outlined in Frank D'Angelo's report of February 11, 1970, and a telephone follow-up by the dealer to Mr. D'Angelo which caused him to bring it to Mr. Rose's attention.

[redacted]

It is my opinion that this export code must also be cancelled as it is being used by a separate export company who, while in the same building, is not owned by the dealership, but rather pays an over-ride for the use of the code.

BEST COPY AVAILABLE

Mr. E. R. Stroh

May 20, 1970

MAYNARD FORD

I concur in Mr. Rose's recommendation for eliminating one of the three codes.

PASQUIN MOTORS

It is my recommendation that the second code for this dealership also be cancelled for the reasons outlined in Mr. Rose's comments. The District records do not indicate how many years ago the second code was established and undoubtedly Sy Mike, the owner of the export firm, and Mr. Pasquin will both object to this action.

WOODBRIDGE FORD

I concur with the conclusions reached by Mr. Rose concerning the appropriateness of counselling with the dealer to make sure that incentive claims are made against the proper codes.

CONCLUSION:

It is apparent that Company policy has been violated in the several instances noted in the investigation and that immediate action must be taken to rectify this condition, as we are obviously making available operating advantages to certain dealers that are not available to all dealers. It would also be well for the division audit staff to review the incentive claims to make sure that there has been no violation of policy in this area.

To bring the above conditions in line with Company policy may cause considerable dealer unrest as the elimination of the codes in question automatically cancels the drop shipments, causes additional bookkeeping, record keeping, and can affect the actual corporate life of the wholesalers in question. It is my opinion, however, that these steps must be taken not only from a legal point of view but also to maintain Company integrity that would surely be in question if these situations were fully known and understood by the dealer body in general.

I have instructed Mr. Rose to take no action until this file is reviewed by you and Mr. Woodards and then a plan will be formulated to inform the dealers in such a way that it will be clear to those concerned that each of them is being treated fairly and exactly the same as all other Ford and Lincoln-Mercury dealers.

T. J. O'Halloran
Eastern Area Sales Manager

cc Mr. M. J. Woodards
Mr. J. R. Rose

lr

DX AH Policy Statement Regarding Wholesale Incentive Allowance, June 30, 1971

SUMMARY OF INCENTIVES OR ALLOWANCES ON THE

WHOLESALE INCENTIVE PROGRAM—Available to all Ford and Lincoln-Mercury dealers who hold a valid franchise with Ford

PROGRAM DESCRIPTION	INCENTIVE OR ALLOWANCE	ELIGIBLE PARTS
[illegible] Motorcraft parts [illegible] Lincoln-Mercury dealers an incentive [illegible] for sales of genuine parts to wholesale accounts.	The amount of the incentive is listed in the "Wholesale Incentive Per Piece" column of Ford Marketing Corporation Master Price Lists.	New and unused genuine replacement parts upon which an incentive amount is shown in the current Ford Marketing Corporation Master Price Lists. To be eligible, the parts must be purchased directly from Ford Marketing Corporation, or acquired in the stock of a predecessor dealer who acquired them directly from Ford Marketing Corporation.
		New and unused Autolite-branded parts. These parts are identified with an asterisk (*) to the left of the "Class" column in Ford Marketing Corporation Master Price Lists. The parts must be purchased as previously described.

FLEET REDISTRIBUTION ALLOWANCE PROGRAM—Available to all Ford and Lincoln-Mercury dealers who hold a valid

Provides additional allowances to Ford and Lincoln-Mercury dealers for sales of Autolite-branded parts.	redistribution allowance 10%	calculated on the dealer price less any applicable wholesale incentive on the part as shown in the current Ford Marketing Corporation Master Price Lists. This amount may be claimed in addition to the amount allowed under the Wholesale Incentive Program.	New and unused Autolite-branded parts on which an incentive amount is shown in the current price list. These parts are identified with an asterisk (*) to the left of the "Class" column in Ford Marketing Corporation Master Price Lists. The parts must be purchased as described under the Wholesale Incentive Program.
All Autolite-branded parts except batteries, parts plugs and electrical tune-up kits.			
Spark plugs and electrical tune-up kits.	11%		
Autolite batteries.	The amount of the allowance is shown on page 26 of this section.		All Autolite batteries regardless of where purchased.

SPARK PLUG ALLOWANCE ON GOVERNMENT SALES PROGRAM—Available to all Ford and Lincoln-Mercury dealers who

To [illegible] Ford and Lincoln-Mercury dealers [illegible] additional incentive rebate to their [illegible] margin for spark plug sales to government agencies.	7% allowance (calculated on the Dealer Price less any applicable wholesale incentive on the part as shown in the Ford Marketing Corporation Master Price Lists) may be claimed in addition to the amounts allowed under the Wholesale Incentive and Fleet Redistribution Programs.	New and unused Autolite-branded spark plugs, purchased as described under the Wholesale Incentive Program.

CLASS INSTALLER'S PROGRAM – For qualifications for participation in this program, please contact your Autolite-Ford

[illegible] USE OF FORD MARKETING CORPORATION PARTS

[illegible] Marketing Corporation.

	ELIGIBLE SALES	INELIGIBLE SALES
	[illegible]s (except Car Lite glass) to any independent garage, service station, body shop or other make non-Company dealer actually engaged in automotive service or repair work. Sales to fleet accounts. These parts may be installed by either a dealer or a fleet, except with respect to Car Lite glass, it must be installed by the fleet to be eligible for payment. Eligible fleets are: • Any fleet account listed in the Major Fleet Owner List, published by the Fleet Sales Department, Ford Division General Office. • Any other fleet account having 5 or more engines nationally. (The engines may be in cars or trucks of any make, or industrial engines of any type, anywhere in the U. S.) • Any federal, state, county or municipal government and their directly related subdivisions. [illegible] agency which purchases the eligible parts for re-[illegible] located outside the territorial limits of the 50 [illegible] States.	Sales to retail customers. Sales to any other departments or operations of the dealership or any other concern in the NEW or USED vehicle sales, leasing (except leasing companies which qualify as fleets as defined above), service or parts business, that is owned or controlled in whole or in part by the same owner as the dealership, e.g., separate used car operation, body shop, repair shop, associate dealer, etc. Sales to any insurance company purchasing parts in connection with claims against it. Sales to other Ford, Lincoln-Mercury, (except under the emergency conditions described under eligible sales) Ford Tractor Authorized Reconditioner, Ford Industrial Products dealers or distributors, or any combination thereof, or to brokers or any parties acting as intermediaries in the cross selling of genuine parts between and among any of the foregoing. Sales to any customer NOT engaged in automotive service or repair work except export agencies, as defined under eligible sales.
	Sales to another Ford or Lincoln-Mercury dealer holding a valid Ford Marketing Corporation franchise, purchasing parts for an emergency repair of a retail customer's domestic Ford Marketing Corporation vehicle that will not operate without the parts, provided that the dealer making the emergency repair is more than 100 miles from his facing depot.	Sales of obsolete or surplus parts to scrap dealers or other buyers of such parts. Sales of parts not purchased directly from Ford Marketing Corporation or not acquired in the stock of predecessor dealers who acquired them directly from Ford Marketing Corporation.
	"Counter" wholesale sales to any of the Divisions or subsidiary corporations (excluding franchised vehicle dealerships and retail service subsidiaries) that are owned or controlled in whole or in part by Ford Marketing Corporation.	Sales of Autolite-branded parts to Ford Marketing Corporation (as previously described) for in-dealership repairs.
franchise with Ford Marketing Corporation.		
	Any fleet account listed in the Major Fleet Owner List, published by the Fleet Sales Department, Ford Division General Office. Any other fleet account having 25 (or more) engines nationally for which district approval has been received on AF-2715-E as an approved fleet account. (The engines may be in cars or trucks of any make, or industrial engines of any type, anywhere in the U. S.) Any federal, state, county or municipal government, and their directly related subdivisions. "Counter" wholesale sales to any of the Divisions or subsidiary corporations (excluding franchised vehicle dealerships and retail subsidiaries) that are owned or controlled in whole or part by Ford Motor Company or Ford Marketing Corporation.	Parts purchased by a fleet account for resale purposes and sales of parts to fleets for in-dealership repairs. However, sales of parts for in-dealership repairs will still be eligible for the Wholesale Incentive. Insurance companies purchasing parts in connection with claims against them.
hold a valid franchise with Ford Marketing Corporation.		
	Sales to any federal, state, county or municipal government and their directly related subdivisions, only.	

District Sales Office.

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FLEET REDISTRIBUTION ALLOWANCE ON BATTERIES

Group	Type Old Number	Type New or Replacing	Allow. Amt.
12 VOLT CAR & LIGHT TRUCK			
3EE	3EE		$2.05
	AL3EE	GN3EE	1.59
22FC	SV22FC	R22FC	2.05
	AL22FC	GN22FC	1.59
	—	G22FC	2.32
22HF	SV22HF	R22HF	2.05
	SV22HF54	R22HF54	2.16
24C	HVU24C	G24C	2.58
	SVH24C	G24C	2.58
	SV24C	R24C	2.05
	AL24C	GN24C	1.59
24F	HVU24F	G24F	2.58
	SVH24F	G24F	2.58
	SV24F	R24F	2.05
	AL24F	GN24F	1.59
27C	HVU27C	G27C	2.90
	SV27C	R27C	2.64
27F	SV27F80		2.31
	SV27F	R27F	2.52
27H	SV27H	R27H	2.52
27HF	HVU27HF	G27F	2.90
	SV27HF80	R27HF80	2.64
	SV27HF70		2.26
29HR	HVU29HR	G27F	2.90
	SV29HR	R29HR	2.78
29NF	HV29NF	G29NF	2.58
	SV29NF	R29NC	2.05
	AL29NF	GN29NF	1.59
30H	SV30H95	R30H95	3.35
32N	SV32N	R32N	2.52
53	SV53	R53	1.67
	AL53	GN53	1.59
60	HV60	G60	2.58
	SV60	R60	2.05
	AL60	GN60	1.59

Group	Type Old Number	Type New or Replacing	Allow. Amt.
SIDE TERMINAL			
72		G72	$2.37
		R72	2.10
74		G74	2.63
		R74	2.32
IMPORTED VEHICLES			
18	1LSH		1.41
19L	1LS		1.41
22NL	10LSN		1.70
27SL	12L		1.88
42	E42		1.94
6 VOLT CAR & LIGHT TRUCK			
1	1HG		1.47
	AL1	GN1	1.06
2	2HG		1.70
	AL2	GN2	1.06
2E	2E		1.76
	AL2E	GN2E	2.06
2L	2LG		1.47
	AL2L	GN2L	1.06
2N	2HN		1.47
	AL2HN	GN2HN	1.06
HEAVY DUTY BUS & TRUCK			
1	SV1	R1	1.70
2	SV2	R2	2.52
3	SV3	R3	2.52
	V3		2.05
4	SV4		2.70
	V4		2.05
6 AND 12 VOLT TRACTOR			
1	1MS		1.53
	1MST		1.23
	1M105R		1.53
	SV1	R1	1.70

Group	Type Old Number	Type New or Replacing	Allow. Amt.
6 AND 12 VOLT TRACTOR			
2DEA	2DEA		$4.21
3EH	3EHA172		2.94
3ET	3HE		2.47
3NR	3HNA110R		1.71
4DLT	4DLT		4.60
17TF	17TF		3.36
22NF	10HN		1.58
DIESEL STARTING			
2D	2D		2.19
4D	4DA		5.29
5D	5DA		3.17
6D	6DA		5.87
7D	7DA		3.76
8D	8DA		6.99
12T	12T		3.35
16TF	16TF		3.78
LIGHT UTILITY, MOWER AND SNOWMOBILE			
	LU7		1.64
	LU9		1.70
	SM9		1.94
GOLF CART – INDUSTRIAL			
	2GC220		3.01
	2GCW220		3.01
	2GC		2.79
12 VOLT OUTBOARD MARINE			
	ALM	GN24M	2.00
	HVM	G24M	2.58
MARINE AND LIGHT PLANT			
	R4R15		2.47
SPECIAL MILITARY TYPES			
	6TNRUS		3.78

DX AS-1 Letter from Vogels (Parkview) to Moore (Teterboro), December 11, 1968

277e

Dx. AS-1

PARKVIEW LINCOLN-MERCURY, Inc.

Telephone 914 Yonkers 8-8600 636 South Broadway
YONKERS, NEW YORK 10705

December 11, 1968

Mr. W. W. Moore, Manager
New York Dealer Development
Lincoln Mercury Division
Route 46
Teterboro, New Jersey

Dear Mr. Moore:

We are herewith requesting a second parts code number be issued to Parkview Lincoln Mercury Inc.

We are negotiating with a wholesale account in Yonkers for their business which amounts to approximately $25,000 per month. The second number will permit the following:

1. Direct shipment of parts to the account.

2. Four additional stock orders per month for the more orderly processing of orders by Ford Motor Co. and Parkview for the account.

3. Reduced bookkeeping problems for Parkview and the new account.

The number should be issued:

Parkview Lincoln Mercury Inc. FLM
416 Saw Mill River Road
Yonkers, New York 10701

Very truly yours,

PARKVIEW LINCOLN MERCURY INC.

Richard S. Vogels
President

RSV ; sh

DX AS-6 Letter from Vogels to Rose,
December 28, 1970

278e

DX. AS-6

PARKVIEW
LINCOLN-MERCURY, INC.
636 South Broadway Yonkers, N.Y. 10705
Telephone 914 Yonkers 8-8600

December 28, 1970

Mr. J. R. Rose, Dist. Sales Mgr.
Autolite - Ford Parts Division
Route 46
Teterboro, New Jersey

Dear Mr. Rose:

We are herewith requesting an appointment to discuss the second code number held by Central Lincoln Mercury Inc. for the benefit of FLM Collision Parts Inc.

Since this matter is unresolved for over two years, we would appreciate an early reply.

Very truly yours,

PARKVIEW LINCOLN MERCURY INC.

Richard S. Vogels
President

RSV:sh

DX AT-1 Depot Operations Manual, September 12, 1969 (page 4)

DX AT-1

(3) Combination Dealers - Domestic and English Ford

Existing Ford or Lincoln-Mercury dealers, as well as combination Ford and Lincoln-Mercury dealers may obtain an English Ford sales agreement. In this instance, the existing parts code number will be continued since the English Ford is the last in the order of major car lines. If either the Ford or Lincoln-Mercury car lines or both, in the case of a combination dealer, are dropped and only the English Ford car line remains, the existing parts code number would be retired and an English Ford parts code number assigned.

(4) Terminated Sales Agreements

In instances where an existing Ford, Lincoln-Mercury, English Ford or combination dealer is terminated, the parts code number is retired for a period of two (2) years. Other instances where a car line within a combination dealer is dropped were covered in the sections under combinations (A.1.a.(2) and A.1.a.(3)).

b. Secondary Dealer Locations - Parts Code Assignments

There are certain conditions under which a dealer may desire to maintain an additional parts code or codes. These are generally assigned for the following reasons:

- To isolate government business.
- To isolate export operations.
- To isolate a truck servicing facility.
- To isolate a fleet servicing facility.

To the extent that it is practical to maintain separate records on these types of operations, it is logical to provide a separate parts code number in order to accommodate the dealer.

The basic requirement imposed by the Autolite-Ford Parts Division for the assignment of a secondary parts code is that the operation for which the additional parts code is to be established must be separate and apart from the dealer's primary operation. To this end, a separate and working inventory must be maintained at two separate addresses. Wires releasing secondary parts codes will be identified as such.

Secondary dealer locations which are assigned parts codes have the same entitlements as the primary dealer location; i.e., stock order pad submission, POPP Allowance, catalogs, etc. The operating procedure for establishing additional parts codes is as follows:

DX AU Form 2715 from Central for Parts
Code 11283, April 15, 1969

280e

Ford Motor Company

CLAIM NO. 749860

Dx AU

APPLICATION FOR INCENTIVES AND ALLOWANCES CLAIMED ON THE SALE OF FORD PARTS

(This application must be submitted within thirty (30) days after the period for which incentives and allowances are claimed. Instructions for claiming incentives and allowances on the sale of Ford Motor Company parts, see reverse side.)

AUTOLITE-FORD PARTS DIVISION DISTRICT	MONTH & YEAR CLAIMED	DATE PREPARED
NEW YORK	JULY 1965	8/15/65
DEALERSHIP NAME	**DEALER PARTS CODE NO.**	**TYPE OF DEALER**
CENTRAL LINCOLN MERCURY CORP	11283 7	☐ FORD ☐ LINCOLN-MERCURY ☐ FORD/LM-DUAL
ADDRESS		
7001 CONEY ISLAND AVE BKLYN. N.Y.		

THIS IS TO CERTIFY THAT OUR PARTS SALES (AT COST LESS RETURNS AND ALLOWANCES) WERE AS FOLLOWS:

NOTE: FINANCIAL DATA (AMOUNTS IN THIS SECTION MUST BE OBTAINED FROM A FINANCIAL STATEMENT FORM FMC 100):

DESCRIPTION	A PREVIOUS MONTH	B CURRENT MONTH	C FOMOCO USE ONLY
1. COST OF PARTS SALES-**WHOLESALE** (FINANCIAL STATEMENT ACCT. 450, LINE 3)	1517.24	1772.88	
2. COST OF PARTS SALES-**SHOP** (FINANCIAL STATEMENT ACCT. 455, LINE 10)	348464	3252.08	

NOTE: INCENTIVE AND ALLOWANCE CLAIMED (AMOUNTS IN THIS SECTION UNDER "CURRENT MONTH" MUST BE SUPPORTED BY ATTACHED 2715A):

DESCRIPTION	CURRENT MONTH CODE W	CURRENT MONTH CODE X	B TOTAL	A (MEMO) TOTAL FROM PREVIOUS MONTH	C FOMOCO USE ONLY
3. INCENTIVES CLAIMED ON NON-GOVERNMENT **WHOLESALE SALES** (PER ATTACHED FORM 2715A)	56 52	140.55	197 87	125.33	
4. INCENTIVES CLAIMED ON NON-GOVERNMENT **SHOP SALES** (PER ATTACHED FORM 2715A)					
5. INCENTIVE CLAIMED ON GOV'T. SALES (PER ATTACHED FORM 2715A) U.S.					
STATE/LOCAL					
6. LESS INCENTIVE RETURNS (PER ATTACHED FORM 2715A)					
7. NET INCENTIVE EARNED (LINE 3 PLUS LINE 4, AND 5 LESS LINE 6)	56 52	140.55	197.87	125.33	
8. FLEET REDISTRIBUTION AND SPECIAL ALLOWANCE ON SPARK PLUGS SALES TO GOV'T., NET OF RETURNS (PER ATTACHED FORMS 2715A)					
9. ALLOWANCES CLAIMED ON EMERGENCY SALES TO FORD MOTOR CO. DEALER, NET OF RETURNS. (PER ATTACHED FORM 2715A)					
10. GLASS INSTALLER INCENTIVE CLAIMED (PER ATTACHED FORM 2715A) (AUTHORIZED GLASS INSTALLER'S ONLY)					
11.					
12. TOTAL INCENTIVES AND ALLOWANCES CLAIMED PER ATTACHED FORM 2715A (LINES 7 THROUGH 11)	56 52	140.55	197.87	125.33	

The undersigned hereby certifies that the incentives and allowances herein applied for and supported by the attached summary Forms AF-2715-A, in the amounts shown above, are based exclusively on eligible parts sales to eligible customers during the designated month ending as shown, for which the allowances claimed are as shown in Ford Motor Company's Parts Pricing Catalog in effect at the time of such sale. The undersigned also certifies that all parts for which incentives and allowances are herein applied for, were new and unused genuine replacement parts, purchased directly from the Ford Motor Company, or acquired in the stock of a predecessor dealer who had purchased such stock in the aforesaid manner. Substantiating evidence is on file at the address above, available for Ford Motor Company inspection. The Company reserves the right to refuse payment of such claims where such information is not available and to its satisfaction.

TITLE ☐ OWNER ☐ PARTNER ☐ POWER OF ATTORNEY ☐ OFFICER Gen Mgr TITLE BY H. Kraines DEALER OR AUTHORIZED OFFICIAL 8/16/65 DATE

FOR FORD MOTOR COMPANY USE ONLY

A	B	APPROVED FOR PAYMENT (DISTRICT SALES OFFICE)
13.		DATE
14.		VERIFIED BY: ACCOUNTING LOCATION AUDITED BY:

RECEIVED AUG 23 1965

Instructions for Claiming Incentives and Allowances on the Sale of Ford Motor Company Parts

Summary of Programs

The Autolite-Ford Parts Division offers Ford and Lincoln-Mercury dealers the following incentive and allowance programs in connection with the sale of genuine parts which carry a wholesale incentive:

1. THE WHOLESALE INCENTIVE PROGRAM-provides incentives to Ford and Lincoln-Mercury dealers so that they can compete for sales of eligible genuine parts to wholesale accounts.
2. THE FLEET REDISTRIBUTION ALLOWANCE PROGRAM-provides allowances, in addition to those under Program 1, to Ford and Lincoln-Mercury dealers for sales of eligible Autolite-branded parts to fleets.
3. THE SPARK PLUG ALLOWANCE ON GOVERNMENT SALES PROGRAM-provides allowances, in addition to those under Programs 1 and 2, to Ford and Lincoln-Mercury dealers so that they can compete for spark plug sales to governmental agencies.
4. THE GLASS INSTALLER INCENTIVE PROGRAM-provides Ford and Lincoln-Mercury dealers with incentives for CarLite glass installed in the dealer's shop.

You should refer to the "Summary of Incentives or Allowances on the Sale of Ford Parts" in the General Information Section of the current Ford Motor Company Master Price Lists for a more detailed description of each of these Programs, including definitions of eligible parts, eligible sales and eligible dealers.

Application for Incentives and Allowances

Ford and Lincoln-Mercury dealer claims for incentives and allowances under the above programs are to be submitted on Form AF-2715, "Application for Incentives and Allowances Claimed on the Sale of Ford Parts." In addition to the application form, the dealer should support it by preparing a separate Form 2715-A "Summary of Parts Incentives or Allowances" for each program (and each type of sale, wholesale or shop, where applicable for incentive programs) under which application is being made. This is to be done by checking the appropriate program box and type of sale box on the Form 2715-A. In preparing Forms 2715 and 2715-A, please note that the special allowance on emergency sales to other Ford Motor Company dealers, provided for under the Wholesale Incentive Program, is to be reported separately, as are sales to non-Government, State/Local and also U.S. Government accounts. When prepared, these summary forms should reflect the extended amounts of the appropriate incentives or allowance from each sales invoice or repair order. The totals being claimed under each program should be entered in the appropriate space on the application form.

Both Forms 2715 and 2715-A provide for the separate accumulation of Code "W" and Code "X" types of incentives. Form 3636 (Ford Dealers) and Form 4230 (Lincoln-Mercury Dealers) identify the incentive type to the left of the incentive amount in the "Wholesale Incentive Per Piece" column. When extracting the incentive amounts and posting to the sales invoice or repair order, enter the appropriate codes next to the incentive amounts. Subtotal each sales invoice or repair order by total "W" code incentive and total "X" code incentive for entering on Form 2715-A.

In filling out Forms 2715, first fill in the name, code, address, etc., information at the top of the form and the Financial Statement data requested for the previous and current months. In filling in the "Incentives and Allowances" claimed section of the form, enter the Code "W" and Code "X" totals from the attached Forms 2715-A on the appropriate lines of Form 2715 and cross-total into the "Total" column under "Current Month." Under the "(Memo) Totals from Previous Month" column, enter the amounts from the previous months claimed total column.

The application and summary forms are listed on the Forms Order page of your Weekly Stock Order Pad and should be ordered from your local parts depot, which will supply you with the current editions of these forms. Previous editions of these forms may not be used.

Ford and Lincoln-Mercury dealers should submit the original and two copies of the Application Form AF-2715, and the original of each of the supporting Summary Forms AF-2715-A to the Ford Motor Company, Field Accounting Department, Box 2010, Livonia, Michigan 48151, within 30 days after the end of the month being reported. Copies of these forms should be retained in the dealer's file for at least 24 months after the date of submission for review by Ford Motor Company representatives if deemed necessary. Failure to submit application on time will result in denial of the application.

BEST COPY AVAILABLE

DX AV Form 2715A from Central under Parts Code 11283, August 1969

SUMMARY OF PARTS INCENTIVE OR ALLOWANCES

282e

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

CHECK ONE BOX ONLY

Dx. AV

WHOLESALE INCENTIVE:
- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L. I. CORP

DEALER PARTS CODE NO.: 11283

ADDRESS: 1001 CONEY ISLAND AVE. BKLYN N.Y.

MONTH & YEAR CLAIMED: July 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

CHECK ONE BOX ONLY
- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7.17	B19405		1 98	7.14.	B19507	12 85	
7.1	435	1 24			15		60
	44		37		21		2 85
	47		849	7.21	28		566
	8		41	15	34	17 97	
	52	48			35		125
2	4		447		38		230
	7	1 07		16	43	1 73	
3	64		95		5	43	
	6		194		51		85
	8		114	17	9	1 27	
	9	897			61		451
7.24	72		563		2		04
7	5		79	7.16	6		998
9	90		244	19	70		498
	2		15	7.18	86		152
	3		7	21	98		118
10	4		233		9		117
	500		79		602	77	
11	5		86		8		48
14			233		10		7
				TOTAL INCENTIVE EARNED ON ☐ SHOP SALES ☐ WHOLESALE SALES		$ 46 78	$ 7258

2735A CONT

DX AW Form from Central under Parts Code 13430,
August 12, 1969

Ford Motor Company

283e

CLAIM NO. 749859

Dx AW

APPLICATION FOR INCENTIVES AND ALLOWANCES CLAIMED ON THE SALE OF FORD PARTS

(This application must be submitted within thirty (30) days after the period for which incentives and allowances are claimed. Instructions for claiming incentives and allowances on the sale of Ford Motor Company parts see reverse side.)

AUTOLITE FORD PARTS DIVISION DISTRICT	MONTH & YEAR CLAIMED	DATE PREPARED
NEW YORK	July 1965	8/1/65

DEALERSHIP NAME	DEALER PARTS CODE NO.	TYPE OF DEALER
CENTRAL LINCOLN MERCURY CORP	13430 7	☐ FORD ☑ LINCOLN-MERCURY ☐ FORD/LM-DUAL

ADDRESS 416 SPRINGHILL RIVER RD YONKERS N.Y.

THIS IS TO CERTIFY THAT OUR PARTS SALES (AT COST LESS RETURNS AND ALLOWANCES) WERE AS FOLLOWS:

NOTE: FINANCIAL DATA (AMOUNTS IN THIS SECTION MUST BE OBTAINED FROM A FINANCIAL STATEMENT FORM FMC-100)

DESCRIPTION	A PREVIOUS MONTH	B CURRENT MONTH	C FOMOCO USE ONLY
1. COST OF PARTS SALES-**WHOLESALE** (FINANCIAL STATEMENT ACCT. 450, LINE 3)	32760 74	33273.95	
2. COST OF PARTS SALES-**SHOP** (FINANCIAL STATEMENT ACCT. 455, LINE 10)			

NOTE: INCENTIVE AND ALLOWANCE CLAIMED (AMOUNTS IN THIS SECTION UNDER "CURRENT MONTH" MUST BE SUPPORTED BY ATTACHED 2715A)

DESCRIPTION	CURRENT MONTH CODE W	CURRENT MONTH CODE X	B TOTAL	A (MEMO) TOTAL FROM PREVIOUS MONTH	C FOMOCO USE ONLY
3. INCENTIVES CLAIMED ON NON-GOVERNMENT **WHOLESALE SALES** (PER ATTACHED FORM 2715A)	5003 84	355.64	535948	5769.52	
4. INCENTIVES CLAIMED ON NON-GOVERNMENT **SHOP SALES** (PER ATTACHED FORM 2715A)					
5. INCENTIVE CLAIMED ON GOV'T. SALES (PER ATTACHED FORM 2715A) U.S.					
STATE/LOCAL					
6. LESS INCENTIVE **RETURNS** (PER ATTACHED FORM 2715A)					
7. NET INCENTIVE EARNED (LINE 3 PLUS LINE 4, AND 5 LESS LINE 6)	5003.84	355.64	535948	5769.52	
8. FLEET REDISTRIBUTION AND SPECIAL ALLOWANCE ON SPARK PLUGS SALES TO GOVT., NET OF RETURNS (PER ATTACHED FORMS 2715A)					
9. ALLOWANCES CLAIMED ON EMERGENCY SALES TO FORD MOTOR CO. DEALER, NET OF RETURNS. (PER ATTACHED FORM 2715A)					
10. GLASS INSTALLER INCENTIVE CLAIMED (PER ATTACHED FORM 2715A) (AUTHORIZED GLASS INSTALLER'S ONLY)					
11.					
12. TOTAL INCENTIVES AND ALLOWANCES CLAIMED PER ATTACHED FORM 2715A (LINES 7 THROUGH 11)	5003.84	355.64	535948	5769.52	

The undersigned hereby certifies that the incentives and allowances herein applied for and supported by the attached summary Forms AF-2715-A, in the amounts shown above, are based exclusively on eligible parts sales to eligible customers during the designated month ending as shown, for which the allowances claimed are as shown in Ford Motor Company's Parts Pricing Catalog in effect at the time of such sale. The undersigned also certifies that all parts for which incentives and allowances are herein applied for, were new and unused genuine replacement parts, purchased directly from the Ford Motor Company, or acquired in the stock of a predecessor dealer who had purchased such stock in the aforesaid manner. Substantiating evidence is on file at the address above, available for Ford Motor Company inspection. The Company reserves the right to refuse payment of such claims where such information is not available and to its satisfaction.

TITLE: ☐ OWNER ☐ POWER OF ATTORNEY ☐ PARTNER ☐ OFFICER Jean Mgr TITLE BY Hy Kramer DEALER OR AUTHORIZED OFFICIAL 8/1/65 DATE

FOR FORD MOTOR COMPANY USE ONLY

	A	B	APPROVED FOR PAYMENT (DISTRICT SALES OFFICE)	
13.		/		DATE
14.			VERIFIED BY:	ACCOUNTING LOCATION AUDITED BY:
15.				

Instructions for Claiming Incentives and Allowances on the Sale of Ford Motor Company Parts

Summary of Programs

The Autolite-Ford Parts Division offers Ford and Lincoln-Mercury dealers the following incentive and allowance programs in connection with the sale of genuine parts which carry a wholesale incentive:

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Both Forms 2715 and 2715-A provide for the separate accumulation of Code "W" and Code "X" types of incentives. Form 3636 (Ford Dealers) and Form 4230 (Lincoln-Mercury Dealers) identify the incentive type to the left of the incentive amount in the "Wholesale Incentive Per Piece" column. When extracting the incentive amounts and posting to the sales invoice or repair order, enter the appropriate codes next to the incentive amounts. Subtotal each sales invoice or repair order by total "W" code incentive and total "X" code incentive for entering on Form 2715-A.

In filling out Forms 2715, first fill in the name, code, address, etc., information at the top of the form and the Financial Statement data requested for the previous and current months. In filling in the "Incentives and Allowances" claimed section of the form, enter the Code "W" and Code "X" totals from the attached Forms 2715-A on the appropriate lines of Form 2715 and cross-total into the "Total" column under "Current Month." Under the "(Memo) Totals from Previous Month" column, enter the amounts from the previous months claimed total column.

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Ford and Lincoln-Mercury dealers should submit the original and two copies of the Application Form AF-2715, and the original of each of the supporting Summary Forms AF-2715-A to the Ford Motor Company, Field Accounting Department, Box 2010, Livonia, Michigan 48151, within 30 days after the end of the month being reported. Copies of these forms should be retained in the dealer's file for at least 24 months after the date of submission for review by Ford Motor Company representatives if deemed necessary. Failure to submit application on time will result in denial of the application.

DX AX Form 2715A from Central for Parts Code 13430, August 12, 1969

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

282

D-AX

WHO TO BE INCENTIVE

CHECK ONE BOX ONLY

- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L. M CORP

DEALER PARTS CODE NO.: 13430

ADDRESS: 416 SAW MILL RIVER RD YONKERS N.Y.

MONTH & YEAR CLAIMED: JULY 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-1	6125	3 90	2 65	7-1	6163	3 15	
	26	7 05			64	7 38	
	27	75			65		82
	28		05		67	92	
	29		28		68	5 46	
	6132		78		69	13 33	
	35	10 50	09		6170		54
	36	12 49	56		71	52	
	38	4 83	119		73	9 82	
	39	6 28			74		4 72
	6141	7 52		7-2	6175	4 27	3 39
	43	25 16	62		76	35 88	
	44		111		77		71
	45	49			79		53
	46	5 01			6180		3 05
	48	1 60			82	4 67	
	6150	89			85	32 56	09
	52	1 50			87	55	
	53	2 12			88		30
	54	1 12	72		89	1 03	
	57	16 12				47	
	6160	31 48	3 56	TOTAL		$ 281 59	$ 25 76

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

WHOLESALE INCENTIVE

286e

CHECK ONE BOX ONLY

- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOVT SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: Centre L. A. Corp

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 Saw Mill River Rd Yonkers NY

MONTH & YEAR CLAIMED: July 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-2	6196	23 69	2 10	7-3	6232	3 24	
	97	10 50	1 53		6233	1 76	
	99	13 88	1 69	7-7	6236	21 76	81
	6201	5 26			37	15 03	76
	02		54		38	37	25
	04	4 87	96		6240		55
	06	1 36	1 15		41	97	1 00
	07	37 22	1 40		43	36	98
	08	1 35	79		44	1 14	
	6211	13 07	38		45	80	
	12	10 94			48		84
7-3	6213		60		6251	6 34	
	14		52		52	15 65	85
	15		1 45		53	15 25	55
	16	3 44			54		40
	18		1 25		55	3 65	21
	19	16 15			56	24 40	
	6220	2 70	1 33		57	12 54	26
	21	1 56			58		15
	22	5 52			59	5 75	
	23	6 40			60	01	
	6231	3 42			TOTAL INCENTIVE EARNED THIS PAGE	$ 316 57	$ 23 70

PAGE 2 OF 16 PAGES

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

287e

WHOLESALE INCENTIVE.

CHECK ONE BOX ONLY

- [L] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L. M.

DEALER PARTS CODE NO.: 13430

ADDRESS: 416 SAW MILL RIVER RD YONKERS NY

MONTH & YEAR CLAIMED: JULY 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

CHECK ONE BOX ONLY

- [L] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

DATE 1967	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7 7	6262	14 14	2 27	7 7	6293		5 75
	63	19 06	39		94		09
	65	2 97	32		96		10 5
	66	92			97	8 51	
	67	4 65		78	6298	24 13	
	68	5 01			99	12 97	48
	69	5 89	21		6300		2 70
	6272	93			6301	14 07	1 13
	73	7 07	97		02		07
	74	3 13	1 54		04	13 82	
	76	7 79			06	1 94	
	77		18		07	3 33	
	6280	29			08	3 39	21
	81	21 09	43		6311	84	
	82	34 16	5 38		12	36	
	84	11			13	6 84	34
	85	37 62	46		14	36 59	
	87		40		15	12 83	40
	89	1 06			17		57
	6290	36			18		6 01
	91	2 88			19	63	
	92	30 01	01			$ 353 28	$ 33 23

PAGE 5 OF 16 PAGES

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

288e

CHECK ONE BOX ONLY

WHOLESALE INCENTIVE

- [x] NON-GOV'T
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE

DEALER NAME: CENTRAL LM

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 445 SPRING HILL RIVER RD YONKERS NY

MONTH & YEAR CLAIMED: JULY 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7 8	6322		2 84	7 9	6362	31 49	
	23	6 84	79		63	9 91	
	24		266		65	34 60	
	25		1 41		66	13 62	
	26		19		67	25 09	79
	6333	30 51			68	16 31	
	34		1 62		69	17 09	1 59
	35	14 63			6370		85
	36		1 09		71	9 83	1 10
	37	9 97			73	1 14	
	39	14 54			74	18 90	61
	6341	13 59			75	1 05	79
	42	14 07			76	25 64	
	46	4 00	99		78		2 25
	49	1 27			6380	22 36	44
	6350		2 06		82	4 78	09
7 9	6351	30 84	18		83	8 87	
	52	4 31		7 10	6386	12 08	1 32
	54	3 89			88	2 56	
	56		32		89	1 45	91
	57		1 41		6390	21 40	
	6360		1 73	TOTAL INCENTIVE $ AMOUNT		$ 448 91	$ 25 53

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

290e

WHOLESALE INCENTIVE: **CHECK ONE BOX ONLY**

- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET PEDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L M.

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 Saw Mill River Rd Yonkers N.Y.

MONTH & YEAR CLAIMED: JULY 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7/10	6393	5 01	24	7-11	6425	2 36	
	94	3 72	41		26	9 36	
	97	15 31			27	2 11	
	98	14 51			28	19 36	7 87
	6401	1 91			29	24 65	
	02	7 75			6430	1 62	
	03	9 62			6434		1 74
	04	27 72	55		35	5 90	
	05	11 27			37	52	
	07	75			39	54	
	08		1 60		6442	29 49	1 35
	6410	18 44			43	3 17	
	11		85		45		1 17
	13		28		46	10 66	2 10
	14	18 60			47	15 56	
	16	12 40			48	29 11	42
	17		1 61		6450		3 59
	18	12 54		7-14	6454	2 06	56
	19	2 35			57		2 45
	6422	36			59	35	
		1 71				11 33	44
	24	12 82		TOTAL INCENTIVE EARNED ON THIS PAGE		$ 351 74	$ 27 40

SUMMARY OF PARTS INCENTIVE OR ALLOWANCE

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

291e

CHECK ONE BOX ONLY

WHOLESALE INCENTIVE:
- [x] NON-GOV'T
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE

DEALER NAME: CENTRAL L. A.

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY
- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 SAW MILL RIVER RD YONKERS N.Y.

MONTH & YEAR CLAIMED: JULY 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-14	6461	1 96		7-14	6489	54	
	62	11 61	34		6490		1 25
	63	15 87	70		91	18 17	
	64	16 78			95	6 20	
	65	79	76		96	10 48	71
	67	33 14			97	27 77	
	68	4 49			99	9 26	3 59
	69	12 76	1 40		6500	2 07	
	6470		41		02	13 67	
	71	36			03	7 49	25
	72	93			05	12 56	1 05
	73	12 90	1 10		06	2 87	
	74	24 92			08	69	
	75	9 97			09	18 06	
	77		108		6513	36	
	78		93	7-15	6514	5 49	
	79	5 83			16	9 00	64
	6480	2 76	55		18	2 80	
	83		6		19	93	
	[illegible]	[illegible]	8		[illegible]	[illegible]	10
	86	36			21	7 19	
	87	7 01	2 70	TOTAL MONTHLY EARNINGS		$ 355 81	$ 18 69

PAGE 1 OF 16 PAGES

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

CHECK ONE BOX ONLY 29?e

WHOLESALE INCENTIVE:

- [x] NON-GOV'T
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L M

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 SAW MILL RIVER RD YORKTOWN N.Y.

MONTH & YEAR CLAIMED: JULY 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7 15	6523	18 47		7-15	6557	3 54	
	24		140	7-16	6558	7 79	39
	27	41 17			6560		09
	28		69		61	49	
	29	26 36	28		62	37	
	6531		1 14		63	46	
	32	3 54			64	118	
	33	68			65	8 43	5 26
	35	8 55			66	108	
	6541	6 63			67	27 81	
	42		52		68		55
	43	4 37			69		10
	45	9 84	36		6570	57	
	46	1 22	1 17		72	2 21	24
	47	14 56	21		74	35	
	48		85		75	4 54	
	6550	14 47			77	20 87	
	51	23 18	55		6580		1 50
	52		120		81	11 96	
	53	1 70			82	1 75	
	54	11 21			83	3 26	
	55	4 4		TOTAL THIS PAGE		$ 311 45	$ 16 50

PAGE 7 OF 16 PAGES

07JFA CONT

INDICATE THE APPLICABLE PROGRA[M] UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

WHOLESALE INCENTIVE:

CHECK ONE BOX ONLY 293e

- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL C [illegible]

DEALER PARTS CODE NO.: 13030

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 Saw Mill River Rd Yonkers NY

MONTH & YEAR CLAIMED: July 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7/6	6584	5 86		7-17	6619	5 02	
	87		55		6620	50	
	6590	7 87	55		21	7 14	
	91		14		22	3 16	26
	93	2 14	1 40		24	5 21	
	94	92			27		1 21
	95	11 64	1 11		28	5 28	
	96	4 00			29	15 57	43
	98	1 37			6630	11 45	1 25
	6600	34 22			6634	11 74	
	03		24		35	48	
	04	9 50	2 17		39		5 17
	05	24 58			6641	89	
	06	1 16			43	21 23	1 25
	07		6 85		45	77	
	08	19 37			46	14 34	
	09	1 95			47	35	
	6610	24			49	10 02	
	12	2 19	3 86		6650	95	
7-17	6615		22		51	11 59	
	17	16 42			TOTAL INCENTIVE EARNED ON THIS PAGE	$ 280 60	$ 26 62

Ford 2715A CONT NOV 68 (PREVIOUS EDITIONS MAY NOT BE USED)

SUMMARY OF PARTS INCENTIVE OR ALLOWANCE

294e

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

WHOLESALE INCENTIVE

CHECK ONE BOX ONLY

- [X] NON-GOVT
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE

DEALER NAME: CENTRAL LM

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [X] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 446 SAW MILL RIVER RD YONKERS N.Y

MONTH & YEAR CLAIMED: JULY 69

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
717	6653		4 37	721	6688	12 42	
	55	28 44			89		71
7-18	6660	94			6694	486	
	62	8 40	26		95	15 36	14
	63	9 97			96	7 77	
	64		97		97	751	1 41
	65	4 86			99	24 80	39
	68	2 65			6700	94	
	69	7 71			01		65
	6672		28		02	19 21	
	73	2 01			03	48	72
	74	18 75	1 65		04	577	
	76	997			06	1425	
	78	501			07	1347	
	79	4 34			08		270
7-21	6680		217		09	1847	
	6682	37	25		6710		210
	6683	17 92			11	799	1 25
	6684		PC		12	26 37	96
	5				13		
	6	1 23			16	12 38	
	7		49	TOTAL		$ 347 77	$ 27 04

PAGE 1 OF 6 PAGES

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

295e

WHOLESALE INCENTIVE:

CHECK ONE BOX ONLY

- [x] NON-GOV'T
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L.I.

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 SAW MILL RIVER RD. YONKERS N.Y.

MONTH & YEAR CLAIMED: July 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-21	6717	16 61	51	7-22	6755	22 88	
	18	34 92			56	1 96	
	19		67		59	13 67	
	6720		57		6760	15 02	
	21		4 68		61	11 23	
	22		08		62	7 96	
	24		4 13		64	94	
	27	3 37	70		66	21 30	
	28	12 46	39		6770	40	
	29	2 64			71		42
	6730	10 02			72	7 79	
	6736	8 22	55		75	29 35	1 19
	37		50		76		17
	6740	1 36			77	16 11	
	41	17 80			78		30
	42	1 36			6780	6 98	
7-22	6747	66			81		83
	49		3 14		83	12 60	
	6750	1 77			84	1 22	
	51	3 39	21		85		1 11
	52	7 70	3 50	7-23	[illegible]	7 21	
	54	10 12	36	TOTAL INCENTIVE EARNED ON THIS SALE		$ 308 22	$ 24 31

PAGE 10 OF 16 PAGES

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

296e

WHOLESALE INCENTIVE:

CHECK ONE BOX ONLY

- [x] NON-GOVT
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE

DEALER NAME: CENTRAL L.M.

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 SAW MILL RIVER RD YONKERS N.Y

MONTH & YEAR CLAIMED: JULY 1965

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1965	DOCUMENT NUMBER	CODE W	CODE X	DATE 1965	DOCUMENT NUMBER	CODE W	CODE X
7-23	6791		71	7-23	6823	92	
	93		30		26		256
	94	2345			29	940	
	95	74		7-24	6831	72	
	98	36			32		356
	99	782			33	522	14
	6801	966			34	779	
	02	105			35	107	
	04	1372	44		36	2493	
	06		78		37		387
	07	823			6840	69	
	6810	346	988		41	74	
	11	1266			42	49	
	12	3313			45	74	
	14		125		46	450	
	15	173			47	154	09
	17	1632			6850	778	
	18		100		51		153
	19	179			53		119
	6820	290			55	891	
	21		22		56	2000	55
	22	546		TOTAL THIS PAGE		$ 2497	$ 2757

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

297e

WHOLESALE INCENTIVE:

CHECK ONE BOX ONLY

- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L. M.

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 476 SAW MILL RIVER RD YONKERS N.Y.

MONTH & YEAR CLAIMED: July 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-24	6857	787		7-25	6890	767	
	59	345			91		72
	6860	95			92	77	
	61	502	129		93	782	
	62	449	40		93	505	
	63	933			94	306	
	64	87			97	2060	62
	65		59		99	787	
	68	296	23		6901		125
	69		40		03	288	
	6871	779	106		06	410	
	75	2644	14	7-26	6907	2060	62
	76	76			08		250
	77	1172			09	52	
	78	63			6910	90	
	79	501			6914	2969	
	6880		51		15	704	
	81	1170			17	749	
	83	1622	335		18	521	
	824	930			19	151	
	6889	607		TOTAL INCENTIVE EARNINGS		$ 248 56	$ 12 61

PAGE 12 OF 16 PAGES

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

WHOLESALE INCENTIVE

CHECK ONE BOX ONLY 298e

- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL C. M.

DEALER PARTS CODE NO.: 13430

ADDRESS: 416 SAW MILL RIVER RD YONKERS N.Y.

MONTH & YEAR CLAIMED: July 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-26	6924	69		7-26	6949	3 42	
	25	49	131		6950	1 61	
	26	1080	78		51	20 72	78
	27	1508			54		100
	28	965			55	28 64	
	29	441	223		56	2 69	68
	6930	90			59	4 91	
	31	2170	140		6960	14 70	
	33	328			61	25	
	34		125		63	11 41	
	35		78		64	2 04	
	36	65			66	5 26	
	37	1581			68	4 26	
	38	58			69	38 87	
	6941	506			6970	16 61	
	42	11 68	31		71	12 21	
	43	437			73		126
	44	527			75	12 28	147
	45	472			76	58	
	46	1903	500		77	79	
	47	50			78	568	
	48	97		TOTAL INCENTIVE EARNED THIS PAGE		$ 317 51	$ 18 30

SPECIAL SALES INCENTIVE OR ALLOWANCE

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

WHOLESALE INCENTIVE: CHECK ONE BOX ONLY 299e

- [x] NON-GOV'T
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE

DEALER NAME: CENTRAL L. M.

DEALER PARTS CODE NO.: 13430

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

ADDRESS: 416 SAW MILL RIVER RD YONKERS N.Y.

MONTH & YEAR CLAIMED: July 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-26	6979		56	7-29	7008		66
	6980	1 05	80		09	1 19	
	81	1 26			7010	9 31	20
	82	7 49	1 14		12	1 76	
	83	12 34			13	1 00	
	84	13 98	33		14	6 28	
	86	2 66	77		15	4 67	
7-29	6987	1 60			18	17 05	28
	88	5 28			7020	5 46	
	89	4 67			22	36 63	1 45
	6990	6 81			23		62
	91	39 45	1 65		26	16 99	
	92		5 54		27	1 61	
	94	6 26	42		28	13 51	
	95	22 09	40	7-30	7029	29 98	
	96	13 34	48		7030		38
	7000	2 10			31	77	
	01	36			33	49	
	03	1 42			34	5 57	32
	04	77			35	1 61	
	05	4 03			36	16 40	
	06	9 12		TOTAL INCENTIVE EARNED ON [illegible] UNITS — WHOLESALE UNITS		$ 331 14	$ 16 00

PAGE 14 OF 16 PAGES

SUMMARY OF PARTS INCENTIVE OR ALLOWANCE

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED.

WHOLESALE INCENTIVE:

CHECK ONE BOX ONLY 300e

- [x] NON-GOVT
- [ ] U.S. GOVT
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L.I.

DEALER PARTS CODE NO.: 13430

ADDRESS: 446 SAW MILL RIVER RD YONKERS N.Y.

MONTH & YEAR CLAIMED: July 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

DATE 1969	DOCUMENT NUMBER	CODE W	CODE X	DATE 1969	DOCUMENT NUMBER	CODE W	CODE X
7-30	7037		78	7-30	7070	8 81	
	38	6 23	2 49		71		54
	7040	6 32			72		5 50
	41		4 46		73	29 90	
	44		1 44		74	5 05	
	45	13 39			77	2 56	
	46		1 26		7081	15 81	
	47	21 78		7-31	7085	1 61	
	48	24 67			87	1 44	60
	49	8 67			88	2 10	
	7050		1 40		7090	12 68	
	53	72			91	11 74	
	55	16 86			92	40	
	56		89		93	46	
	59	15 69			95	20 34	43
	7060	11 61			99	4 83	
	61	4 91			7102		78
	62		1 25		03	5 83	69
	64	1 27			04	16 59	55
	67	3 63			05	3 00	
	68	2 40			09	16 13	2 49
	69		1 77		TOTAL INCENTIVE EARNED ON [redacted] SALES	$ 305 13	$ 27 12

INDICATE THE APPLICABLE PROGRAM UNDER WHICH THE INCENTIVES OR ALLOWANCES ON THIS FORM ARE BEING CLAIMED:

WHOLESALE INCENTIVE:

CHECK ONE BOX ONLY 301e

- [x] NON-GOV'T
- [ ] U.S. GOV'T
- [ ] STATE/LOCAL
- [ ] EMERGENCY SALES TO DEALERS ALLOWANCE
- [ ] FLEET REDISTRIBUTION ALLOWANCE
- [ ] SPARK PLUG ALLOWANCE ON GOV'T SALES
- [ ] GLASS INSTALLER INCENTIVE
- [ ]

DEALER NAME: CENTRAL L.I.

DEALER PARTS CODE NO.: 13430

ADDRESS: 416 SAW MILL RIVER RD YONKERS NY

MONTH & YEAR CLAIMED: July 1969

AUTOLITE-FORD PARTS DIVISION DISTRICT: N.Y.

CHECK ONE BOX ONLY

- [x] WHOLESALE SALES
- [ ] SHOP SALES
- [ ] RETURNS

DATE 1967	DOCUMENT NUMBER	CODE W	CODE X	DATE 196	DOCUMENT NUMBER	CODE W	CODE X
7.31	7111	13 59					
	12	93					
	16	305					
	17	77					
	7122	20 87					
	23	14 22	286				
	24	23 17	35				
	25	11 74					

TOTAL INCENTIVE EARNED ON SALES: $ 87 84 $ 3 21

PAGE 16 OF 16 PAGES

DX AZ FLM Application for Bond in Favor of Central, September 10, 1971

302e

copy

Dx. AZ

The Aetna Casualty and Surety Company

Hartford, Connecticut

Agent or Broker

Merritt Agency, Inc.
Spring Valley, NY

Policy Number

Branch Office

APPLICATION FOR BOND
LICENSE, PERMIT, MISCELLANEOUS

1. Principal (Give exact name) PIM Collision Parts, Inc. Age

2. Occupation Wholesale Auto Parts Business address 410 Sawmill River Rd., Yonkers, NY

3. Residence address (356 SawMill River Rd., Yonkers, NY) (Give street, city and state)

4. Amount of bond $ 40,000- Date of bond Sept.10 19 71 Expires Sept.10, 19 72

5. To whom is bond given Central Lincoln Mercury Corp. (Give exact and complete name, especially if corporation)

6. Address of above 2001 Coney Island Ave.,Brooklyn,NY 11225 (Give street, city and state)

7. Nature or character of bond required Applicant purchases an average of $59,000 wholesale auto parts per month from Central Lincoln Mercury on latter's Ford Motor Co. code. A bond is required to insure payment of monthly bill. Plan has operated successfully wit..

8. Has application for this bond been made to another company? No If so, state particulars cash pledged,now withdrawn. 19 71

9. Financial Statement setting forth assets and liabilities of undersigned as of March 31

ASSETS			LIABILITIES	
Cash on hand, (not in bank)			Borrowed money from banks, (if none, write "none") and how secured	
Cash in following banks, (Give names) County Trust,Yonkers	57,706			
Stocks & Bonds (attach list)			Borrowed money from other sources	
			Due to Officers	9,600
			Accrued Expenses	3,461
Stock or material on hand	16,764		Accounts Payable	58,514
Accounts Receivable (Less Res.)	59,543		Notes Payable (if none, write "none")	5,199
Notes Receivable			Reserves for Federal or other Taxes	3,715
Total Current Assets	$ 134,813		Other Reserves Pension Plans	5,180
REAL ESTATE			Total Current Liabilities	$ 85,669
Parcel No. 1 (Market Value)			MORTGAGES ON REAL ESTATE	
a. Description			If none, write "none"	
b. In whose name?			Parcel No. 1	
c. What did you pay for it?				
$			Parcel No. 2	
Parcel No. 2 (Market Value)				
a. Description				
b. In whose name?			Parcel No. 3	
c. What did you pay for it?				
$				
Parcel No. 3 (Market Value)				
a. Description				
b. In whose name?				
c. What did you pay for it?			Mortgages on Other Real Estate	
$			Other Liabilities (if none, write "none") Notes-Due Beyond Yr.	2,550
Other Real Estate				5,500
Other Assets			Capital	50,1..
Equipment (Less Res.)	15,250		Surplus or Net Worth	150,955
Security Deposits	880		Total Liabilities	$ 1,..
Prepaid Expenses	1,020			
Total Assets	150,955			

(OVER)

BEST COPY AVAILABLE

...ed Applicant and Indemnitor(s), all hereinafter called the Indemnitor(s), hereby certify that the foregoing declarations made ... are the truth without reservation, and are made for the purpose of inducing THE ÆTNA CASUALTY AND SURETY ... of Hartford, Conn., hereinafter called the Surety, to become Surety on a certain bond or undertaking herein applied for, and ... renewal of the same, or any bond of a similar nature given in substitution or renewal thereof (all comprehended in the word "bond" ... as herein used), and in consideration of the Surety executing said bond or bonds do undertake and agree as follows:—

... unconditionally pay the Surety at its Home Office, Hartford, Conn., $ ..... and $ .....

... and the Indemnitor(s) shall ... upon the Surety, at its said office, ... free from all such bonds and ... hereunder.

... at all times indemnify and keep indemnified the Surety and ... from and against ... damages, loss, costs, charges and expenses of whatsoever kind or nature, including counsel fees ... in any manner or salary or otherwise, which it shall or may, at any time, sustain or incur by reason or in consequence of its suretyship.

WITNESS the following signature(s) and seal(s) this ..... day of ....., 19..., homestead and all other exemptions being hereby expressly waived.

IF APPLICANT (the principal) an individual sign here:

Witness ..... Applicant (Seal)

Witness ..... Applicant (Seal)

Witness ..... Applicant (Seal)

IF APPLICANT (the principals) a co-partnership sign here:

Witness ..... Name of Firm ..... Applicant (Seal)

By .....

IF APPLICANT (the principal) a corporation sign here:

Witness Donald Wiener, Office Mgr. F.L.M. COLLISION PARTS INC. Applicant (Seal)
Name of Corporation

ATTEST Stephen Wiener Secretary By John Andidora President

IF THIRD PARTY INDEMNITOR(S) sign below:

In consideration of The Ætna Casualty and Surety Company executing the bond hereinabove applied for, we jointly and severally join in the foregoing indemnity agreement.

Witness ..... Indemnitor (Seal)

Witness ..... Indemnitor (Seal)

Witness ..... Indemnitor (Seal)

Witness ..... Indemnitor (Seal)

Witness ..... Indemnitor (Seal)

REFERENCES (No Relatives) (Bankers and Merchants preferred)

NAME	OCCUPATION	ADDRESS
1. County Trust Co.-Fred Midgley	Mgr.	2705 Saw Mill River Rd., Yonkers,
2. Ford Motor Credit Co.		Church St. Station, NY, NY
3. Ozone Park Rambler		103-02 Rockaway Blvd., Ozone Park, N
4. Central Lincoln Mercury-Nat	Gordon, Mgr.	2001 Coney Island Ave., Brooklyn, NY
5.		

DX BB Letter from McKee (FLM) to Pollack (Atlas), October 31, 1972

304e

F. L. M. COLLISION PARTS Inc.

Dx. BB

416 Saw Mill River Road
YONKERS, NEW YORK

October 31,1972

Mr. David Pollack
Atlas Lincoln Mercury
919 Quentin Road
Brooklyn, N.Y. 11223

Dear Mr. Pollack:

Your incentive credit statement of $24,000.- for August, September and October,1972 is overdue, your obsolescence returns credit statement of $8,451.14 is overdue and your credit statement for claims and shortages for $4,000.- is overdue.

Please be advised that we shall deduct these amounts from the payments due to you which are on the next statement received from you.

Very truly yours,

Stephen Mckee, Secretary,
FLM COLLISION PARTS,INC.

F:L

DX BC Sales vouchers from Central to FLM,
August-September 1972

305e CENTRAL LINCOLN MERCURY CORP. A- 373

2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

Date 8/28/72

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N.Y. 10701

FORD'S UPPER	QTY	PART NUMBER	OP	ON	TOTAL
Q 2351	1	DIAZ 1007B		263	1049
Q 2351	1	DOOZ 17757A	865		3461
Q 2351	2	B61 160374		100	376
N 2753	2	C9OZ 13450E	280		992
	2	D2OZ 17754A		248	970
	2	DCDZ 17906A	1220		4884
N 2753	1	D2OZ 17906B		817	3266
Q 2350	1	C8OY 16613B	1290		5159
Q 2350	2	DCDZ 17906A	1220		4884
N 2749	1	DCGY 16612C		1458	5830
	1	DOOZ 16612C	1290		5159
N 2749	1	DIAZ 16612A	1321		5281
Q 2415	1	C8LY 8200B	1231		4931
	1	C8LY 8200C	568		2276
	1	C8LY 8200D	630		2519
Q 2465	1	C8LY 8200E	629		2516
Q C303	2	DCDZ 8200A	464		1858
	2	C9AZ 13450B	172		690
	1	DODZ 16055A	59		236
	1	DIAZ 16251B	818		3273
Q C303	1	C6VY 53271/60A	183		735
Q C268	1	DOOZ 8200C	384		1539
	1	C8ZZ 16006A	997		3988
	1	DOOZ 16006B	1014		4056
	1	DCCZ 16037D		52	207
	2	DOZZ 16054A		334	1336
	2	D2ZZ 16138A		974	3896
	1	DOOZ 16612C	1290		5159
	3	DCCZ 17K6A	225		897
	2	DCGZ 17626B	150		598
	1	DOOZ 13A137A	307		1229
	1	C7AZ 6L2903A	194		778
C8LP	1	C8DZ 6334076B	81		327

306e CENTRAL LINCOLN MERCURY CORP. A 878

2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

Date 8/30/72

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N.Y. 10701

ORD SHIPPER	QTY	PART NUMBER		OP	CM	TOTAL
0977	1	DOUY	13450A	109		356
	2	D1HY	16004A		120	476
	1	C802	16005C	1014		4056
	1	C76Y	16006B		1167	4666
	1	C80Z	16006C	1014		4056
	1	DOGY	16006A	1184		4734
	2	DOGY	16037B	134		534
	2	DODZ	16138A	632		2528
	1	DOOZ	16161C	49		193
	1	DODZ	16612A	1183		4730
	1	DOEY	17755A		76	303
	2	D1AZ	17757A	2148		8590
	1	D1HY	17757A	567		2268
	1	DOGY	17767A		76	303
	2	DOOZ	17906A	1604		6416
	1	C8VY	5329067A	138		551
	2	C6VY	5329165A	326		1306
	1	C9NY	6520301A		695	2779
	1	DOOZ	6529164B	45		180
0977	2	C62Z	6540324A	830		3320
1236	1	C87Z	8200A	601		2404
	1	DOOZ	8200B	384		1539
	1	C6VY	16004C	183		732
	1	C6VY	16006B		2427	9709
	1	DOOZ	16006B	1014		4056
	4	DOOZ	17754A	260		1032
	2	DOOZ	17755A	130		516
	1	C81Z	17757A	217		871
	1	C81Z	17766A	94		352
	2	D20Z	16A038A		70	278
	1	DOGY	5429082C		101	405
1236	1	C4Z	6510176A	91		364
1195	1	C90Z	5427164B	69		276

30/e

2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

554

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N.Y. 10701

Date 9/1/72

ORDER NUMBER	QTY	PART NUMBER	CP	CN	TOTAL
BH 5340	2	D1Z	1607H		
	1	D17Z	1615A	268	1340
	1	C5AZ	3575D	336	1342
	1	C8GY	13380A	—	1225
BH 5340	2	C7AZ	1600HA	78	278
BI 2036	2	D2GY	16038B	182	722
BI 2036	2	C7ZZ	17754A	110	434
BB 4141	1	D9GY	17906A	76	348
BB 4141	1	C9AZ	13A13FB	1183	11732
Z 4466	1	DUAZ	16250A	298	1190
BB 4140	2	C7ZZ	17754A	911	3647
BB 4140	2	DCDZ	17906A	26	348
B 4793	1	D1AZ	16612A	1220	11884
Z 4464	2	C6UY	16C37A	1221	5207
	1	C8CZ	16C13B	332	1330
4464	1	C9ZZ	17757A	1290	5159
4464	2	D1ZZ	16C39A	620	2480
4793	1	D1AZ	16612A	1220	11884
Z 4464	2	C6UY	16C39A	1321	5281
	1	C8CZ	16C13B	332	1330
4464	1	C9ZZ	17757A	1290	5159
4464	2	D1ZZ	16C39A	620	2480
4464	2	D17Z	16039A	132	530
4466	1	C8AZ	16039A	132	530
9197	1	C8UZ	5429164B	131	522
	1	C7HZ	5255D	63	568
	1	C8AZ	8156A	233	929
	1	D1AZ	8156B	216	862
	1	C8AZ	8156C	387	1547
	1	C9UZ	8151A	334	1335
	1	C8AZ	8151B	216	862
	1	D1AZ	8156A	513	2053
199	1	C3CZ	8156B	357	1429
			11003C	823	3548

554

308e CENTRAL LINCOLN MERCURY CORP. A 885

2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

Date 7/1/72

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N.Y. 10701

FORD SHIPPER	QTY	PART NUMBER		@P	ON	TOTAL
A 9197	1	C5AZ	13450C	94		331
	1	C9CY	13450A	119		173
	1	D1VY	16005B		2247	5987
	1	C5AZ	16006A	1108		4433
	1	D1ZZ	16006A	1030		4120
	1	D1HY	16006B		945	3253
	1	D2VY	16038A		117	464
	1	C8AZ	16055A		401	1604
	1	C8AZ	16138B	881		3521
	1	D0AZ	16138C	893		3572
	1	D2VY	16138A		1048	4189
	2	C8AZ	16160A	101		404
	1	D0AZ	16610B	1297		5187
	1	C8AZ	17755A	134		536
	1	D0VY	17766A		120	479
	2	D2CZ	17766A		252	1004
	1	C8AZ	17767A	120		478
	1	D1MY	17906A	1353		5410
	1	D2CZ	17906A		758	3029
	1	C7ZZ	3A130A	85		383
	1	C7ZZ	3A131A	86		389
	1	D2VY	13A130A		167	598
	1	C9AZ	13A138A	298		1190
	2	C8DZ	16B124B	102		408
	2	C9AZ	16B124A	102		408
	2	C8DZ	16B125B	102		408
	1	D0ZZ	16C065C			
	1	D1MY	37215A1	1945	58	2307
	1	C7ZZ	65107AA	133		2776
	1	D1MY	65290C3C		52	205
	1	D0MY	65410A1		1746	7750
9197	1	C4AZ	7A131A	745		2945
7873	1	C7MY	13200A			

3096 2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

Date 9/11/72

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N.Y. 10701

FORD SHIPPER	QTY	PART NUMBER	OP	ON	TOTAL
5505	1	DOMY 8200A	399		1595
	1	DOMY 8200B	438		1751
	1	D0AZ 8200B		548	2190
	1	C9AZ 8501A	303		1783
	1	B8DZ 13832B	176		1145
	1	B8AZ 13833B	150		424
	1	C8AZ 16005A	1108		4433
	1	C8DZ 16005C	1014		4056
	1	C8ZZ 16005A	997		3988
	1	D0DZ 16005A		1065	4259
	1	C8AZ 16006A	1108		4433
	1	D0ZZ 16006C	1011		4047
	1	D1AZ 16006A	1145		4583
	1	D1HY 16006B		945	3783
	1	D0SZ 16039A	52		207
	2	D1AZ 16054A	415		1663
	1	C2DZ 16135A	1818		7274
	1	D0AZ 16613B	1290		5159
	1	C8LY 17755A		124	495
	1	C9LY 17756B		—	7032
	1	D1SZ 17757A		2153	8612
	1	D0AZ 16A039A		54	218
	1	D0AZ 54D939C		59	233
	1	D0AZ 57D30-1A		659	2634
	1	C9AZ 57247-01A		630	2520
	1	D0DZ 62D784-0A	1586		6341
	1	D0DZ 62403-24A	410		1640
5505	1	D1ZZ 61D973-1A		95	377
2174	1	D0DZ 65404-0A	1778		7113
	1	C1ZZ 60381A	119		1175
	1	D0CZ 8200C	384		1539
3124	1	D0SZ 8200A		642	2567
3591		[illegible]	1017		[illegible]

310e **CENTRAL LINCOLN MERCURY CORP.** A 855

2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

Date 9/7/72

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N Y. 10701

FORD SHIPPER	QTY	PART NUMBER		OP	ON	TOTAL
BI 2035	1	DIAZ	8150D	296		1184
	1	DIAZ	8151C	387		1547
	3	DIAZ	16612A	3763		15843
	1	D1HY	16612A		1024	4095
BI 2035	2	C9ZZ	17752A	1240		4960
BX 0362	3	D1FZ	8200A	465		1857
	1	C9DZ	13015A	156		606
	2	D0CZ	13209A	114		404
	1	C7MY	13451B		89	314
	1	D2MY	16003AA		111	443
	2	C7AZ	16004A	182		722
	1	D1A7	16005A	1145		4583
	2	D1HY	16005B		1896	7566
	1	D0ZZ	16006C	1011		4047
	1	D1WY	16006A		1304	5216
	3	C7AZ	16038A	177		702
	1	D2ZZ	16138A		487	1948
	1	C8UZ	16612A	667		2666
	1	D0DZ	16612A	1183		11730
	1	D1AZ	16612A	1321		5281
	1	D2CZ	16612A		1323	5289
	2	D1WY	17751A		112	1114
	1	D2GY	17751D		97	387
	3	D1CZ	17755A	196		774
	2	D1WY	17755A		112	1114
	1	D2CZ	17757D		1036	11145
	2	C8UZ	17766A	168		661
	1	D2CZ	17766A		126	502
	1	C8UZ	17767	84		332
	1	D1ZZ	17781L		35	139
	1	D1MY	17796Y		1253	5010
	1	D2CZ	17960A		858	3429
0568	1	C17Z	30130D			

311e

FORD MERCURY CORP. AA 9102

2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

Date 9/15/72

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N.Y. 10701

DESIPPER	QTY	PART NUMBER		OP	ON	TOTAL
A 3132	2	C9ZZ	17757A	1240		4960
6.84-11	1	D2CZ	8200A		—	2177
A 3107	2	D2AZ	6543505A	80		398
C 0835	1	C7AZ	57.24700A		619	2477
C 0835	1	C8TZ	9721934A		29	145
C 5009	1	D00Z	7135541C		57	225
C 5009	1	D00Z	7129039D		63	251
X 9181	2	D2GY	17A751A		132	526
Z 3625	1	C4DZ	1007A	173		692
	1	C6MY	8150A	850		3403
	1	D1A7	8150C	387		1547
	1	C6MY	8151A	801		3205
	1	D1AZ	8151C	387		1547
	1	C8ZZ	8200A	601		2404
	1	C90Z	8509C	—		237
	2	C6MY	13450C	264		930
	1	D1AZ	13450B		101	359
	1	C8LY	16003A	192		767
	2	D0AZ	16004C	160		636
	1	C80Z	16005C	1011		4056
	1	C9GY	16005A	1184		4734
	1	D1AZ	16005A	1145		4583
	1	C8AZ	16006A	1108		4433
	1	D1DZ	16006A	1145		4583
	2	C90Z	16038B	118		468
	1	D20Z	16038R		47	186
	1	C2HY	16037B	54	—	212
	2	D1AZ	16037A	120		476
	1	C6MY	16144A		172	687
	1	D1AZ	16250B	868		3473
	1	C7EZ	16412D	1211		4862
	1	C8GY	16612B	1458		5830
3625	1	D2AZ	16612A	1235		4941

312e

[illegible] LINCOLN MERCURY CORP. FA 9016

2001 CONEY ISLAND AVENUE
BROOKLYN, N. Y. 11223

Date 9/18/72

Sold To: F.L.M. COLLISION PARTS, INC.
416 SAW MILL RIVER ROAD, YONKERS, N.Y. 10701

ID SHIPPER	QTY	PART NUMBER		OP	ON	TOTAL
CC 5008	1	C8UZ	17906A	221		850
	2	DODZ	17906A	1220		4884
	1	D1DZ	17906A	979		3716
	1	DOOZ	5427840A		1195	4773
CC 5008	1	C1AZ	7129038A		82	326
CC 6196	1	C80Z	13350C	28		97
	1	C80Z	13450A	131		462
	1	C80Z	16006C	1014		4056
CC C196	1	DOAZ	6240320A	476		1904
BN 8978	2	DODZ	17906A	1220		4884
BX C262	2	C7VY	[illegible]200A		3260	13040
BX 0262	1	DOAZ	17757A	865		3461
A E131	1	C9HZ	6038T	61		242
A 3131	2	C80Z	16004C	152		608
E 5008	1	DOSZ	5727847A		1339	5355
F 2586	1	C7AZ	5724700A		619	2477
F 5715	1	DOGY	5429039A		101	405
Z 7831	2	C9HZ	13450A	262		924
A 3123	1	C9HZ	16612B	1174		4216
A 3123	1	DOOZ	16612C	1290		5159
A 9286	1	D1OZ	17757B		1108	4433
A 9287	1	D1OZ	17757B		1108	4433
E 5007	2	DODZ	8200A	464		1858
	1	D1OZ	8200A	392		1567
	1	D1OZ	8200C		384	1537
	1	DOSZ	13450A	139		1191
	1	D1ZZ	16005A	1030		4120
	1	D1OZ	16005A		1063	4259
	1	DOGZ	16006B	1014		4056
	1	D1ZZ	16006D	1030		4120
	1	D1HY	16006B		2115	8453
5007	1	D1O[illegible]	16006A		1065	4259
			16005A		CX	

DX BD FLM Parts Pickup Authorization,
January 24, 1974

313e

DX. BD

F. L. M. COLLISION PARTS Inc.

356 ~~435~~ Saw Mill River Road

YONKERS, NEW YORK

1 - 24 - 74

JAN 24 1974

This will authorize Mr Brown to pick up 4 days order on Code H03777

S. McGehee

For Pleasantville Ford

DX BE Letter from Central, July 15, 1972

Dx. BE

Central Lincoln Mercury Corp.

COMET - LINCOLN - MERCURY

SHOW ROOM
2001 CONEY ISLAND AVENUE
(NEAR KINGS HIGHWAY)
BROOKLYN 23, N. Y.
DEWEY 9-5500

SERVICE-PARTS-ACCESSORIES
919 QUENTIN ROAD
USED CAR DEPT.
1592 CONEY ISLAND AVENUE
CLOVERDALE 8-8989

July 15, 1972

TO OUR SUPPLIERS:

As of July 14th, 1972, Central Lincoln Mercury Corp. has retired as an authorized dealer in the sale of Lincoln Mercury and kindred automobiles.

Accordingly, commencing July 15, 1972 no purchases shall be made for the account of Central Lincoln Mercury Corp. If you have any unpaid charges against Central Lincoln Mercury Corp. for purchases made during the period prior to July 15, please let us have your statement thereof at your immediate convenience so that same may be given our due and prompt attention.

With regards and best wishes,

Sincerely,

CENTRAL LINCOLN MERCURY CORP.

By Nat Gordon
Pres.

NG:ES

ASSOCIATED WITH CENTRAL TIRE COMPANY
SERVING THE PUBLIC SINCE 1927 WITH STANDARD NATIONALLY ADVERTISED BRANDS OF TIRES, TUBES, BATTERIES, RADIOS, TELEVISION, REFRIGERATORS, WASHING MACHINES, CUSTOM KITCHEN CABINETS, STOVES, ELECTRICAL APPLIANCES, AND BICYCLES.

DX BS FLM 1965 Financials

Report

FLM Collision Parts, Inc.

Year Ended September 30, 1965

(Six Months)

315 E

DX 85

FLM COLLISION PARTS, INC.
Statement of Financial Condition
As Of September 30, 1965 — Schedule "A"

ASSETS

Current Assets:			
Cash In Bank - Regular Account		$19,952.42	
Cash In Bank - Special Account		618.32	
Cash In Bank - A/C of Stockholder Pledged Against A/cs Payable of Corp.		15,000.00	
Accounts Receivable	$13,009.97		
Less: Reserve for Bad Debts	715.00	12,294.97	
Inventory-Parts		4,326.46	
TOTAL CURRENT ASSETS			$52,192.17
Fixed & Other Assets:			
Furniture & Fixtures	452.85		
Less: Reserve for Depreciation	126.80	326.05	
Truck	400.00		
Less: Reserve for Depreciation	66.67	333.33	
Prepaid Expenses -Insurance	280.86		
" " - Interest & Discount	464.00	744.86	
Organization Expense - Legal & Costs	300.00		
" " - Salaries	450.00		
	750.00		
Less: Reserve for Amortization	75.00	675.00	
Deposits & Security		150.00	
TOTAL FIXED & OTHER ASSETS			2,229.28
TOTAL ASSETS			54,421.45

LIABILITIES

Current Liabilities:		
Accounts Payable	25,235.65	
Accrued Expenses	967.50	
Accrued Taxes	293.20	
Notes Payable - Stockholder	1,100.00	
" " - Other	3,600.00	
Reserve for Current Corp. Income Taxes Pay.	113.32	
TOTAL CURRENT LIABILITIES		31,309.67
Long-Term Liabilities:		
Loans Payable- Stockholder (Contra Cash A/C Pledged)		12,500.00
TOTAL LIABILITIES		43,809.67

CAPITAL

Capital Stock Issued	5,300.00	
Capital Surplus	5,000.00	
Earned Surplus (From Schedule 'B')	311.74	
TOTAL CAPITAL		10,611.78
TOTAL LIABILITIES & CAPITAL		54,421.45

FLM COLLISION PARTS, INC.
Statement of Operating Results
Fiscal Year Ended September 30, 1965
(Six Months)

Schedule "B"

Sales		$81,669.51
COST OF PARTS SOLD:		
Inventory - Beginning	-0-	
Purchases	71,162.66	
	4,326.46	
Less: Inventory - 9/30/65		66,836.20
COST OF PARTS SOLD		14,833.31
GROSS PROFIT ON SALES (18.2%)		
GENERAL EXPENSES:		
Rent	1,200.00	
Tel. & Tel.	876.10	
Int. & Discount	336.00	
Factoring Commissions	816.70	
Auto & Truck Expense	828.48	
Accounting	575.00	
Stationery & Office Expense	321.51	
Insurance	255.92	
Prov. for Depreciation & Amortization	268.47	
Prov. for Bad Debts	715.00	
Displays & Advertising	55.00	
Licenses	28.75	
Bank Charges	6.94	
Tolls	281.90	
Repairs, Maintenance & Supplies	188.87	
Entertainment	130.71	
Postage	39.67	
Delivery & Trips	11.00	
Misc. Expense	63.13	
Gas & Electric	35.29	
TOTAL GENERAL EXPENSES (Not Including Salaries & Payroll Taxes)		7,034.44
NET PROFIT AVAILABLE FOR SALARY & P.R. TAXES		7,798.87
OFFICERS' SALARIES	7,200.00	
Less: Transferred to Organization Expense	450.00	
	6,750.00	
Administrative Portion	22.50	
GENERAL SALARIES	388.31	
PAYROLL TAXES	213.00	
DISABILITY & HOSPITALIZ. INS.		7,373.81
TOTAL ADM. SALARIES, P.R. TAXES, etc.		425.06
NET PROFIT BEFORE CORP. INCOME TAXES		114.32
PROV. FOR CORP. INCOME TAXES		311.74
NET PROFIT TO SURPLUS (SCH. "A")		

DX BT FLM 1966 Financials

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REPORT

FILM COLLISION PARTS, INC.

Year Ended September 30,1960

ARNOLD I. WASSER

318 E

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FLM COLLISION PARTS, INC.

Statement of Financial Condition

As of September 30, 1966 SCHEDULE "A"

ASSETS

Current Assets:			
Cash In Bank-Regular		$ 2,559.39	
Cash In Bank- Special		121.33	
Cash In Bank-(A/C of Stockholder Pledged)		15,000.00	
Accounts Receivable	$32,314.84		
Less:Reserve,Doubtful A/Cs	576.41	31,738.43	
Exchanges (A/Cs Receivable, Ret'd Checks Collectible)		1,415.18	
Inventory- Parts, Per Books	7,725.86		
Less: Reduction to Actual (Wastage & Depletion)	737.54	6,988.32	
Prepaid Expenses & Deferred Charges		2,423.57	
Total Current Assets			$60,246.22
Fixed & Other Assets:			
Furniture & Fixtures	814.95		
Less:Reserve for Depreciation	264.43	550.52	
Trucks	2,626.65		
Less:Reserve for Trucks	1,024.01	1,602.65	
Organization Expense	750.00		
Less:Reserve for Amortization	225.00	525.00	
Deposits & Securities		150.00	
Total Fixed & Other Assets			2,828.17
TOTAL ASSETS			63,074.39

LIABILITIES

Current Liabilities:		
Accounts Payable	17,707.38	
Accrued Expenses	1,191.13	
Accrued Taxes	125.77	
Notes-Truck (Due Within One Year)	730.20	
Notes-SBA " " " " (Including Interest)	2,556.00	
Total Current Liabilities		22,310.48
Long-Term Liabilities:		
Notes-Truck (Due Later Than One Year)	973.58	
Notes-SBA " " " " "(Including Interest)	11,076.00	
Loan-S.McKee (Stockholder)	1,500.00	
Loan-J.Andidero "	16,500.00	
Total Long-Term Liabilities		30,049.58
TOTAL LIABILITIES		52,360.06

CAPITAL

Capital Stock Issued	5,300.00
Capital Surplus	5,000.00
Earned Surplus: Profit,4/1/65-9/30/65	311.74
" " : " " Adjustments "	21.89
" " : Profit,10/1/65-9/30/66 "	80.70
TOTAL CAPITAL	10,714.33
TOTAL LIABILITIES & CAPITAL	63,074.39

(See Audit Notes First Page)

FLM COLLISION PARTS, INC.
Statement Of Operating Results
Year Ended September 30,1966 SCHEDULE "B"

Sales			$245,738.92
Cost of Parts Sold:			
Inventory, 10/1/65		$4,326.46	
Purchases		204,038.17	
		208,364.63	
Less: Inventory,9/30/66:			
Per Books	$7,725.86		
Less:Reduction to Actual(Wastage & Depletion)	737.54	6,988.32	
Cost of Parts Sold			201,376.31
Gross Profit On Sales (18.1% of Sales)			44,362.61
General Expenses:			
Officers' Salaries		16,680.00	
Auto Expense		8,600.00	
Factoring Commission		2,457.39	
Labor		154.00	
Short or (Over)		(113.82)cr.	
Rent		2,400.00	
Provision for Bad Debts		1,414.34	
Legal & Accounting		1,515.00	
Truck Expense		1,801.43	
Tel. & Tel.		1,547.83	
Provision for Depreciation-Equipt.		1,094.97	
XMas Expense & Gifts		730.42	
Tolls		777.29	
Interest & Discount		939.28	
Payroll Taxes		705.22	
Gas & Electric		421.70	
Insurance		954.90	
Assoc. Hospital Service		317.55	
Repairs, Maintenace & Supplies		213.98	
Entertainment		270.40	
Provision for Amortization-Org.Exp.		150.00	
Licenses		73.03	
Dues & Subscriptions		72.50	
Stationery & Office Expense		136.27	
Displays & Advertising		467.99	
Travel		305.97	
Postage		40.25	
Parking		10.54	
Bank Charges		14.33	
Miscellaneous Expense		104.10	
Total General Expense			44,256.91
NET OPERATING PROFIT			105.70
Less:Corporate Income Taxes			25.00
NET PROFIT AFTER TAXES (To SCH."A")			80.70

(See Audit Notes First Page)

DX BU FLM 1967 Financials

Report

FLH Collision Parts, Inc.

Year Ended September 30,1967

321E

DX 8U

DAVID L. WASSER
CERTIFIED PUBLIC ACCOUNTANT
NEW YORK

(1)

FIM COLLISION PARTS, INC.
Statement of Financial Condition
As of September 30,1967

(Cents Omitted)

SCHEDULE "A"

ASSETS

Current Assets:			
Cash In Bank		$ 14,538	
Cash In Bank-(A/C of Stockholder Pledged)		15,000	
Accounts Receivable	$ 36,425		
Less:Res.Doubtful Accounts	520	35,905	
Exchanges (Ret'd Checks Collectible)		812	
Inventory- Parts		4,622	
Prepaid Expenses & Deferred Charges		2,640	
Total Current Assets			$ 73,517
Fixed & Other Assets:			
Furniture & Fixtures	940		
Less:Res.Depreciation	410	530	
Trucks	4,822		
Less:Res.Depreciation	2,047	2,775	
Autos	6,456		
Less:Res.Depreciation	2,690	3,766	
Organization Expense	750		
Less:Res.Amortization	375	375	
Deposits & Securities		350	
Total Fixed & Other Assets			7,796
TOTAL ASSETS			81,313

LIABILITIES

Current Liabilities:		
Accounts Payable	24,887	
Accrued Expenses- General	281	
" " - Due Officers	7,940	
Accrued Taxes	975	
Notes- Trucks(Due Within One Year)	1,436	
" - Autos " " " "	2,120	
" - SBA " " " " (Including Interest In Deferred Charges)	2,556	
Total Current Liabilities		40,195
Long-Term Liabilities:		
Notes- Trucks(Due Later Than One Year)	1,302	
" - Autos " " " " "	2,473	
" - SBA " " " " "	8,520	
Loan-S.McKee (Stockholder)	1,500	
" -J.Andidero "	16,500	
Total Long-Term Liabilities		30,295
TOTAL LIABILITIES		70,490

CAPITAL

Capital Stock Issued		5,300	
Capital Surplus		5,000	
Earned Surplus, Bal.10/1/66	414		
Profit(10/1/66-9/30/67 (SCH."B")	109		
Earned Surplus,Bal.,9/30/67		523	
TOTAL CAPITAL			10,823
TOTAL LIABILITIES & CAPITAL			81,313

FLM COLLISION PARTS, INC.
Statement of Operating Results
Year Ended September 30, 1967 SCHEDULE "B"

(Cents Omitted)

Sales		$337,257
Cost of Parts Sold:		
Inventory, 10/1/66	$ 6,988	
Purchases	273,755	
	280,743	
Less: Inventory, 9/30/67	4,622	276,121
Cost of Parts Sold		61,136
Gross Profit on Sales (18.1% of Sales)		
General Expenses:		
Officers' Salaries	23,520	
Auto & Selling Expenses	3,600	
Factoring Commission	3,373	
Labor	3,410	
Short or (Over)	(2)cr.	
Rent	2,700	
Provision for Bad Debts	6,349	
Legal & Accounting	1,200	
Truck & Delivery Expense	2,061	
Tel. & Tel.	1,697	
Provision for Depreciation:		
Furniture & Fixtures	145	
Autos	2,690	
Trucks	1,156	
XMas Expense & Gifts	1,493	
Tolls	862	
Interest & Discount	1,004	
Payroll Taxes	744	
Gas & Electric	449	
Insurance	1,395	
Assoc. Hospital Service	346	
Repairs, Maintenance & Supplies	286	
Entertainment & Tips	375	
Provision for Amortization-		
Organization Expense	150	
Licenses	89	
Dues & Subscriptions	29	
Stationery & Office Expense	565	
Displays & Advertising	79	
Travel	719	
Postage	117	
Patking	13	
Bank Charges	21	
Water	23	
Misc. Expense	2	
Loss On Abandonment of Truck	267	60,927
Total General Expenses		209
Net Profit Before Corp. Income Taxes		100
Corp. Income Tax		109
Net Profit After Taxes (To SCH."A")		

DX BV FLM 1968 Financials

REPORT

THE COLLISION PARTS, INC.

Year Ended September 30, 1963

324 E

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FLM COLLISION PARTS, INC.
STATEMENT OF FINANCIAL CONDITION
As of September 30, 1968

Schedule A

ASSETS

Current Assets:			
Cash in Bank		$15,436	
Cash in Bank Pledged (On A/cs Pay.)		15,000	
Petty Cash Fund		54	
Accounts Receivable	$40,052		
Reserve for Bad Debts	8,116	31,936	
Inventory Parts		4,520	
Total Current Assets			$66,946
Fixed & Other Assets:			
Fixtures & Equipment	12,781		
Reserve for Depreciation	7,865	4,916	
Deposits & Security		350	
Prepaid Expenses		1,578	
Total Fixed & Other Assets			6,844
Total Assets			73,790

LIABILITIES

Current Liabilities:			
Accounts Payable		27,481	
Notes Due Within One Year		5,382	
Accrued Expenses & Taxes		13,521	
Total Current Liabilities			46,384
Long-Term Liabilities:			
Notes Due Beyond One Year		6,493	
Loans-Stockholders		18,000	
Total Long-Term Liabilities			24,493
Total Liabilities			70,877

CAPITAL

Capital Stock Issued		5,300	
Capital Surplus		5,000	
Earned Surplus		(7,387)	
TotalCapital			2,913
Total Liabilities & Capital			73,790

FLM Collision Parts, Inc.
Summary Statement of Operating Results
Year Ended September 30, 1968

Schedule B

Sales		$389,987	
Less: Parts Cost Sold		323,959	
Gross Profit (16.9%)			$66,028
Expenses:			
Officers' Salaries	$26,520		
Other Salaries	5,908		
Payroll Taxes	1,844		
Total Salaries & P.R. Taxes		34,272	
Prov. Bad Debts	3,992		
Prov. Depreciation	2,718		
Truck & Delivery Exp.	3,506		
Rent	3,000		
Interest	1,007		
General & Administrative Expense	17,363	31,586	
Total Expenses			65,858
Net Profit Before Corp. Income Taxes			170
Provision Current Corp. Income Taxes			94
Net Profit After Corp. Income Taxes			76
Less: Officers' Life Ins. Premiums			845
Decrease of Surplus			(769)
Deficit, 10/1/67			6,618
Deficit, 9/30/68			(7,387)

DX BW FLM 1969 Financials

Report

FLM COLLISION PARTS, INC.

Year Ending September 30,
1969

327E

DXBW

DAVID L. WASSER

FLM COLLISION PARTS, INC.
Statement of Financial Condition
As of September 30, 1969 — Schedule "A"

ASSETS

Current Assets:			
Cash In Bank		$47,087	
Cash In Bank Pledged (On A/cs Payable)		15,000	
Petty Cash Fund		---	
Accounts Receivable	$53,506		
Res. for Bad Debts	9,527	43,979	
Inventory Parts		15,941	
Total Current Assets			$122,007
Fixed & Other Assets:			
Furniture & Equipment	15,133		
Res. for Depreciation	7,779	7,354	
Security Deposits		350	
Prepaid Expenses		2,078	
Total Fixed & Other Assets			9,782
TOTAL ASSETS			131,789

LIABILITIES

Current Liabilities:			
Accounts Payable		41,696	
Notes Due Within One Year-Banks & U.S.		5,157	
Accrued Expenses		22,313	
Reserve for Current Corp. Income Taxes		10,584	
Loans -Stockholders -S.M.		1,515	
Total Current Liabilities			81,265
Long-Term Liabilities:			
Notes Due Beyond One Year-Banks & U.S.		5,407	
Loans -Stockholders -S.M.		9,000	
Loans- Stockholders -J.A.		9,000	
Total Long-Term Liabilities			23,407
TOTAL LIABILITIES			104,672

CAPITAL

Capital Stock Issued	5,300	
Capital Surplus	5,000	
Earned Surplus (Sch. "B")	16,817	
TOTAL CAPITAL		27,117
TOTAL LIABILITIES & CAPITAL		131,789

FLM COLLISION PARTS, INC.
Statement of Operating Results
Twelve Months Ended September 30, 1959

Schedule "B"

			%
Sales		$483,015	100.0
Less: Cost of Parts Sold		345,112	71.4
Gross Profit		137,903	28.6
Direct Expenses:			
Officers' Salaries	$31,660		
Officers' Sales Commissions	7,700		
Other Salaries	11,160		
Payroll Taxes	2,776		
Workmen's Comp. & Dis. Ins.	415		
Officers' Major Med. Ins.	415		
Prov. Deferred Profit-Sharing & Pension Plans	7,915		
Total Salary and Fringe Benefits		62,041	12.9
Net Profit After Direct Expenses		75,862	15.7
Total General Expenses (Schedule "C")		34,711	7.2
Net Profit Before Corp. Income Taxes		41,151	8.5
Provision Current Corp. Income Taxes		15,733	
Net Profit After Corp. Income Taxes		25,418	
Less: Officers' Life Ins. Prems.		1,214	
Increase of Surplus		24,204	
Deficit, 10/1/58		(7,387)	
Earned Surplus (To Sch. "A")		16,817	

FILM COLLISION PARTS, INC.
Statement of General Expenses
Twelve Months Ended September 30, 1960

Schedule "C"

Provision for Bad Debts	$6,253
Truck & Delivery Expense	4,517
Provision for Depreciation	4,488
Rent	3,000
Auditing	1,845
Telephone	1,815
Christmas Expense	1,629
General Insurance	1,586
Legal Expense	1,500
Interest	1,002
Returned Checks	1,001
Tolls	804
Warehouse Supplies	625
Advertising	596
Travel	535
Stationery & Office	494
Entertainment	485
Postage	482
Meetings & Convention Expense	437
Short or (Over)	341
Heat	332
Gas & Electric	235
Prov. Amortization - Organiza. Exp.	150
Parking	120
Contributions	116
Tips	114
Auto & Truck Licenses	110
Gifts	72
Water	22
Inspection	5
Total General Expenses (To Schedule "B")	$34,711

DX BX FLM 1970 Financials

Report

FLM COLLISION PARTS, INC.
Year Ended September 30th, 1970

331E

DX 13X

DAVID L WASSER

FLM COLLISION PARTS, INC.
Statement of Financial Condition
As Of September 30, 1970 — Schedule "A"

ASSETS

Current Assets:			
Cash In Bank		$46,539	
Cash In Bank Pledged (On A/cs Payable)		15,000	
Petty Cash Fund		---	
Accounts Receivable	$55,607		
Res. For Bad Debts	12,084	43,523	
Inventory-Parts		15,850	
Total Current Assets			$120,912
Fixed & Other Assets:			
Fixtures & Equipment	5,244		
Res. for Depreciation	2,225	3,019	
Autos	7,231		
Res. for Depreciation	3,315	3,916	
Trucks	7,919		
Res. for Depreciation	4,296	3,623	
Security Deposits		880	
Prepaid Expenses		1,733	
Total Fixed & Other Assets			13,171
TOTAL ASSETS			134,083

LIABILITIES

Current Liabilities:			
Accounts Payable		36,468	
Notes Due Within One Year		4,091	
Accrued Expenses:			
Due to Officers	13,120		
Due to Pension Trust	1,666		
Due to Deferred Profit Trust	3,324		
Other Expenses	3,350	21,460	
Reserve for Current Corp. Income Taxes		4,264	
Total Current Liabilities			66,283
Long-Term Liabilities:			
Notes Due Beyond One Year	1,010		
Loans-Stockholders	18,040		
Total Long-Term Liabilities			19,050
TOTAL LIABILITIES			85,333

CAPITAL

Capital Stock Issued		5,300	
Capital Surplus		5,000	
Earned Surplus (Schedule "B")		38,450	
TOTAL CAPITAL			48,750
TOTAL LIABILITIES & CAPITAL			134,083

FLM COLLISION PARTS, INC.
Statement of Operating Results
Twelve Months Ended September 30, 1970
Schedule "B"

			%
Sales		$620,769	100.0
Less: Parts Cost Sold		444,865	71.7
Gross Profit		175,904	28.3
Direct Expenses:			
Officers' Salaries	$62,400		
Officers' Sales Commissions	300		
Other Salaries	20,981		
Payroll Taxes	3,467		
Workmen's Comp. & Dis. Ins.	610		
Officers' Major Med. Ins.	415		
Prov. Deferred Profit-Sharing & Pension Plans	15,540		
Total Salary & Fringe Benefits		103,713	16.7
Net Profit After Direct Expenses		72,191	11.6
Total General Expenses (Schedule "C")		37,393	6.0
Net Profit Before Corp. Income Taxes		34,798	5.6
Prov. Current Corp. Income Taxes		11,951	
Net Profit After Corp. Income Taxes		22,847	
Less: Officers' Life Ins. Premiums		1,214	
Increase of Surplus		21,633	
Surplus, 10/1/69		16,817	
Earned Surplus (To Sch. "A")		38,450	

FLM COLLISION PARTS, INC.
Statement of General Expenses
Twelve Months Ended September 30, 1970

Schedule "C"

Truck & Delivery Expense	$5,612
Prov. Depreciation	5,261
Prov. Bad Debts	5,090
Rent	4,380
Auditing	2,200
Insurance	2,073
Telephone	1,804
Christmas Expense	1,789
Warehouse Supplies	1,341
Entertainment	1,038
Interest	1,052
Advertising	889
Tolls	875
Stationery & Office Expense	746
Postage	447
Travel	439
Meetings & Conventions	422
Heat & Oil	376
Gifts	256
Gas & Electric	238
Contributions	161
Tips	157
Auto & Truck License	149
Gifts-Employees	130
Returned Checks- Excess Over Redep.	100
Prov. Amortization-Organ. Exp.	75
Parking	74
Water	11
Dues & Subscriptions	9
Total	37,444
Less A/cs Receivable Over	51
Net General Expense (To Sch. "B")	37,393

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Report

FLM COLLISION PARTS, INC.

Twelve Months Ended September 30, 1971

335E

DX BY

DAVID L. WASSER

FLM COLLISION PARTS, INC.
Statement of Financial Condition
As of September 30, 1971 — Schedule "A"

ASSETS

Current Assets:			
Cash In Bank		$27,136	
Accounts Receivable	$65,744		
Res. for Bad Debts	14,736	51,008	
Inventory -Parts		48,890	
Corp. Income Tax Refunds Rec.		2,667	
Total Current Assets			$129,701
Fixed & Other Assets:			
Fixtures & Equipment	6,823		
Res. for Depreciation	3,271	3,552	
	7,498		
Autos	1,875	5,623	
	13,653		
Trucks	6,659	6,994	
Security Deposits		2,851	
Prepaid Expenses		1,037	
Loans to Stockholders		6,000	
Exchanges		784	
Total Fixed & Other Assets			26,841
TOTAL ASSETS			156,542

LIABILITIES

Current Liabilities:		
Accounts Payable	53,554	
Notes Due Within One Year	3,618	
Accrued Expenses:		
Due to Officers	19,440	
" " Pension Trust	3,820	
" " Deferred Profit Trust	3,480	
Other Expenses & Taxes	4,160	
Res. for Corp. Inc. Taxes (See Assets)	---	
Total Current Liabilities		88,072
Long-Term Liabilities:		
Notes Due Beyond One Year		2,235
TOTAL LIABILITIES		90,307

CAPITAL

Capital Stock Issued	5,300	
Capital Surplus	5,000	
Earned Surplus (Sch. "B")	55,935	
TOTAL CAPITAL		66,235
TOTAL LIABILITIES & CAPITAL		156,542

FLM COLLISION PARTS, INC.
Statement of Operating Results
Twelve Months Ended September 30, 1971

Schedule "B"

			%
Sales		$654,382	100.0
Less: Parts Cost Sold		448,264	68.5
Gross Profit		206,118	31.5
Direct Expenses:			
Officers' Salaries	$83,200		
Other Salaries	25,713		
Payroll Taxes	3,716		
Workmens' Comp. & Dis.Ins.	922		
Officers' Major Med. Ins.	415		
Group Insurance	642		
Prov. Deferred Profit-Sharing & Pension Plans	20,800		
Total Salary & Fringe Benefits		135,408	20.7
Net Profit After Direct Expenses		70,710	10.8
Total General Expenses (Sch. "C")		44,530	6.8
Net Profit Before Corp. Income Taxes		26,180	4.0
Prov. Current Corp. Income Taxes		7,481	
Net Profit After Corp. Income Taxes		18,699	
Less: Officers' Life Ins. Premiums		1,214	
Increase of Surplus		17,485	
Surplus, 10/1/70		38,450	
Earned Surplus (To Sch. "A")		55,935	

Note: Net Profit Before Taxes, 12 Mos. 26,180
" " " " , 9 Mos. 30,227
Net Profit or (Loss), 7/1/71-9/30/71 (4,047)

FLM COLLISION PARTS, INC.
Statement of General Expenses
Twelve Months Ended [illegible]

Schedule [illegible]

Warehouse Expense:			
Rent	$8,366		
Heat & Oil	440		
Gas & Electric	276		
Leasehold Repairs	303		
Warehouse Supplies	860		
Total Warehouse Expense		$10,245	1.6
Delivery Expense:			
Truck & Auto -Gas & Oil	3,334		
" " -Rep. & Supps.	1,810		
" " -Rented Vehicles	219		
Prov. Depreciation-Trucks	2,363		
" " - Autos	2,829		
Trucks & Auto Licenses	163		
Tolls	879		
Parking	30		
Total Delivery Expense		11,627	1.8
Selling Expense:			
Telephone	1,948		
Christmas Expense	2,149		
Entertainment	1,047		
Advertising	790		
Travel	5		
Meetings & Conventions	382		
Gifts	585		
Total Selling Expense		6,906	1.1
Administrative Expense:			
Prov. for Bad Debts	5,626		
Legal & Auditing	2,925		
Insurance - General	2,673		
Interest	1,087		
Stationery & Office Expense	640		
Postage	528		
Contributions	147		
Tips	132		
Returned Checks, Less Redeposits	297		
Water	27		
Dues & Subscriptions	270		
A/cs Receivable Short or (Over)	354		
Prov. Depreciation-Furn. & Fixt.	1,046		
Total Administrative Expense		15,252	2.4
Total General Expense (To Sch. "3")		44,530	6.8*

* Does not add, due to dropping of last decimal place.

DX BZ FLM 1972 Financials

Report

TENTATIVE

FLM COLLISION PARTS, INC.

Twelve Months Ended 9/30/72

339 E

DXBZ

ELM COLLISION PARTS, INC.
Statement of Financial Condition
As of Sept. 30, 1972 Schedule "A"

ASSETS

Current Assets:			
Cash In Bank		12,556	
Accounts Receivable	64,956		
Res. for Bad Debts	10,095	54,861	
Inventory -Parts		82,647	
Corp. Income Tax Refunds Rec.		---	
Total Current Assets			150,064
Fixed & Other Assets:			
Fixtures & Equipment	9,121		
Res. for Depreciation	4,677	4,444	
	7,498		
Autos	4,687	2,811	
Res. for Depreciation	13,653		
Trucks	8,964	4,689	
Res. for Depreciation		2,801	
Security Deposits		368	
Prepaid Expenses		6,000	
Loans to Stockholders		164	
Exchanges			21,277
Total Fixed & Other Assets			171,341
TOTAL ASSETS			

LIABILITIES

Current Liabilities:			
Accounts Payable		51,306	
Notes Due Within One Year			
Accrued Expenses:		15,140	
Due to Officers		4,860	
" " Pension Trust		3,440	
" " Deferred Profit Trust		2,432	
Other Expenses & Taxes		1,950	
Res. for Corp. Inc. Taxes (See Assets)			79,128
Total Current Liabilities			
Long-Term Liabilities:			---
Notes Due Beyond One Year			79,128
TOTAL LIABILITIES			

CAPITAL

Capital Stock Issued		5,300	
Capital Surplus		5,000	
Earned Surplus (Sch. "B")		81,913	
TOTAL CAPITAL			92,213
TOTAL LIABILITIES & CAPITAL			171,341

FLM COLLISION PARTS, INC.
Statement of Operating Results
Twelve Months Ended 9/30/72

Schedule "B"

			%
Sales		$736,967	100.0
Less: Parts Cost Sold		512,244	69.5
Gross Profit		224,723	30.5
Direct Expenses:			
Officers' Salaries	$83,200		
Other Salaries & Empl Gifts	34,827		
Payroll Taxes	5,034		
Workmens' Comp. & Dis.Ins.	952		
Officers' Major Med. Ins.	415		
Group Insurance	1,042		
Prov. Deferred Profit-Sharing & Pension Plans	20,800		
Total Salary & Fringe Benefits		146,270	19.8
Net Profit After Direct Expenses		78,453	10.7
Total General Expenses (Sch. "C")		47,962	6.5
Net Profit Before Corp. Income Taxes		30,491	4.2
Prov. Current Corp. Income Taxes		9,400	
Net Profit After Corp. Income Taxes		21,091	
Less: Officers' Life Ins. Premiums		1,214	
Increase of Surplus		19,877	
Surplus, 10/1/70 71		62,036	
Earned Surplus (To Sch. "A")		81,913	

Note: Net Profit Before Taxes,	12 Mos. to 9/30/72	30,491
" " " "	9 Mos. to 6/30/72	44,666
Net Profit or (Loss)"	3 Mos. 7/1/72-9/30/72	(14,175)

FLM COLLISION PARTS, INC.
Statement of General Expenses
TWELVE MONTHS ENDED 9/30/72

Schedule "2"

			% Of Sales
Warehouse Expense:			
Rent	$14,298		
Heat & Oil & Repairs	901		
Gas & Electric	734		
~~Maintenance Expense~~			
Warehouse Supplies, Rep. & Garb. Rem.	1,656		
Total Warehouse Expense		$17,589	2.4
Delivery Expense:			
Truck & Auto -Gas & Oil	3,533		
" " -Rep. & Supps.	2,390		
" " -Rented Vehicles	432		
Prov. Depreciation-Trucks	2,305		
" " - Autos	2,812		
Trucks & Auto Licenses	156		
Tolls	849		
Parking	8		
Total Delivery Expense		12,485	1.7
Selling Expense:			
Telephone	2,190		
Christmas Expense	2,703*		
Entertainment	1,042		
Advertising	334		
Travel	---		
Meetings & Conventions	360		
Gifts	178		
Total Selling Expense		6,807	.9
Administrative Expense: -Mis.	57		
Prov. for Bad Debts	(250)Cr.		
Legal & Auditing	3,325		
Insurance - General	3,461		
Interest & Bank Charges	682		
Stationery & Office Expense	865		
Postage	548		
Contributions	127		
Tips	142		
Returned Checks, Less Redeposits	373		
Water	28		
Dues & Subscriptions	15		
A/cs Receivable Short or (Over)	302		
Prov. Depreciation-Furn. & Fixt.	1,406		
Total Administrative Expense		11,081	1.5
Total General Expense (To Sch. "B")		47,962	6.5

* Entertainment 563
Gifts 1,568
Advertising 572
2,703

DX CA FLM 1973 Financials

Dx (CA)

CONSOLIDATED

EXHIBIT "A"

FLM COLLISION SHOPS, INC.

COMPARATIVE STATEMENTS OF FINANCIAL CONDITION - AS OF 9/30/77 & 9/30/73

	9/30/77 *		9/30/73	
ASSETS				
CURRENT ASSETS:				
CASH IN BANK		$ 17256		$ 10010
ACCOUNTS RECEIVABLE	$ 64956		$ 67836	
RES. FOR BAD DEBTS	10095	54861	14253	53583
INVENTORY - PARTS		84447		73321
TOTAL CURRENT ASSETS		156564		134913
FIXED & OTHER ASSETS:				
FIXTURES & EQUIPMENT	9141		9141	
RES. FOR DEPRECIATION	4677	4464	5561	3580
AUTOS	7498		16090	
RES. FOR DEPRECIATION	4687	2811	6422	9668
TRUCKS	13653		13653	
RES. FOR DEPRECIATION	8764	4889	10480	3173
SECURITY DEPOSITS		1801		2271
PREPAID EXPENSES		368		2378
LOANS TO STOCKHOLDERS (ALSO SEE DUE TO OTHERS)		6000		6000
EXCHANGES		164		49
TOTAL FIXED & OTHER ASSETS		15477		27018
TOTAL ASSETS		172041		161931
LIABILITIES				
CURRENT LIABILITIES:				
ACCOUNTS PAYABLE		27407		73819
NOTES DUE WITHIN ONE YR. (BANKS, ETC)		—		15417
ACCRUED EXPENSES				
DUE TO OFFICERS		9140		17809
" " PENSION TRUST		4860		— *
" " DEFERRED PROFIT-SHG. TRUST		3140		— *
OTHER EXPENSES + TAXES		7132		13941
RES. FOR CORP. INC. TAXES		1550		808 **
TOTAL CURRENT LIABILITIES		57231		122794
LONG-TERM LIABILITIES:				
NOTES DUE BEYOND ONE YR. (BANKS, ETC)		—		5565
TOTAL LIABILITIES		57231		133359
CAPITAL				
CAPITAL STOCK ISSUED	5000		5000	
CAPITAL SURPLUS	5000		5000	
EARNED SURPLUS	103810 *		17572	
TOTAL CAPITAL		114810		27572
TOTAL LIABILITIES + CAPITAL		172041		161931

* RESTATED FROM ANNUAL REPORT 9/30/77 TO REFLECT $21,277 UNDISCLOSED INCENTIVE CREDITS SETTLED IN FOLLOWING FISCAL YEAR (BUT INCURRED IN 9/30/77 FISCAL YEAR (SEE EXHIBITS "B" AND "C" ATTACHED)

** DUE TO SHORTAGE OF FUNDS CURRENT PENSION & DEFERRED PROFIT SHARING TRUST HAVE BEEN SUSPENDED.

*** APPROPRIATION HAS BEEN MADE [illegible]

Dx. CA

FLM COLLISION PARTS, INC.
Statement of Financial Condition
As of SEPTEMBER 30, 1973 Schedule "A"

ASSETS

Current Assets:			
Cash in Bank			$ 10,010
Accounts Receivable		$ 67,835	
Res. for Bad Debts		14,053	53,782
(2) Inventory - Parts			70,301
(1) Corp. Income Tax Refunds Rec.			—
Total Current Assets			$ 134,113
Fixed & Other Assets:			
Fixtures & Equipment		$ 38,774	
Res. for Depreciation	Rd.	22,373	16,401
Autos			
Res. for Depreciation			
Trucks			
Res. for Depreciation			
Security Deposits			2,271
Prepaid Expenses			1,378
Loans to Stockholders			6,000
Exchanges			—
Total Fixed & Other Assets			27,050
TOTAL ASSETS			161,163

LIABILITIES

Current Liabilities:	
Accounts Payable	73,879
Notes Due Within One Year	25,217
Accrued Expenses:	
(3) Due to Officers	14,800
(4) " " Pension Trust	—
(5) " " Deferred Profit Trust	—
Other Expenses & Taxes	13,004
Res. for Corp. Inc. Taxes (See Assets)	808
Total Current Liabilities	127,658
Long-Term Liabilities:	
Notes Due Beyond One Year	5,652
TOTAL LIABILITIES	133,310

CAPITAL

Capital Stock Issued	$ 5,300	
Capital Surplus	5,000	
(6) Earned Surplus (Sch. "B")	17,553	27,853
TOTAL CAPITAL		161,163
TOTAL LIABILITIES & CAPITAL		

NOTES - (1) NOT INCLUDED IN ASSETS IS CLAIM MADE FOR $20,668 IN CORPORATE TAX REFUNDS DUE TO LOSS CARRYBACK.

(2) CORP. HAS WRITTEN OFF $14,615 INVENTORY OF PARTS AS OBSOLETE

(3) OFFICERS' SALARIES WERE REDUCED 11/1/73 FROM $800.- WEEK EACH TO $600.- WEEK EACH

(4) & (5) - CONTRIBUTIONS TO THESE FUNDS HAVE BEEN SUSPENDED.

(6) THE CORPORATION IS IN LITIGATION AGAINST FORD MOTOR COMPANY FOR CLAIMED VIOLATIONS OF ANTI-TRUST LAWS; CURRENT LOSS IS ATTRIBUTABLE TO FORD'S REMOVAL OF INCENTIVE CREDITS ON FLM'S PURCHASES; INCLUDED IN CURRENT LOSS IS $10,372 PORTION OF LEGAL EXPENSE IN THIS MATTER.

FLM COLLISION PARTS, INC.
Statement of Operating Results
TWELVE MONTHS ENDED SEPT. 30 19 72

Schedule "B"

Sales			798,947
(1) Less: Parts Cost Sold	+ 661,861 / 21,897 / 684,758		684,758
Gross Profit			114,189
Direct Expenses:			
Officers' Salaries		$ 8,860	
Other Salaries		41,019	
Payroll Taxes		6,440	
Workmens' Comp. & Dis.Ins.		1,031	
Officers' Major Med. Ins.		1,345	
Group Insurance		1,274	
Prov. Deferred Profit-Sharing & Pension Plans		4,300	
Total Salary & Fringe Benefits			136,449
Net Profit After Direct Expenses (Loss)			(44,060)
Total General Expenses (~~Schedule "C"~~)			63,647
Net Profit Before Corp. Income Taxes (Loss			(85,707)
Prov. Current Corp. Income Taxes			247
(2) Net Profit After Corp. Income Taxes (Loss)			(85,954)
Less: Officers' Life Ins. Premiums			303
Increase of Surplus (DECREASE)			(86,257)
(1) Surplus, 10/1/~~70~~ 72	ADJ. + 81,913 / 21,897		103,810
Earned Surplus (To Sch. "A")	103,810		
9/30/73 Bal.			17,553

Note: Net Profit Before Taxes,
" " " "
Net P ... " "

(1) RESULTED FROM RECORDS TO REMOVE $21,897 WHOLESALE INCENTIVE CREDITS SETTLED IN THIS FISCAL YEAR, BUT ATTRIBUTABLE TO TRANSACTIONS OF THE PRIOR FISCAL YEAR.
(2) SEE NOTES ON SCHEDULE "A"

DX CB FLM 1973 and 1972 (restated) Comparative Financials

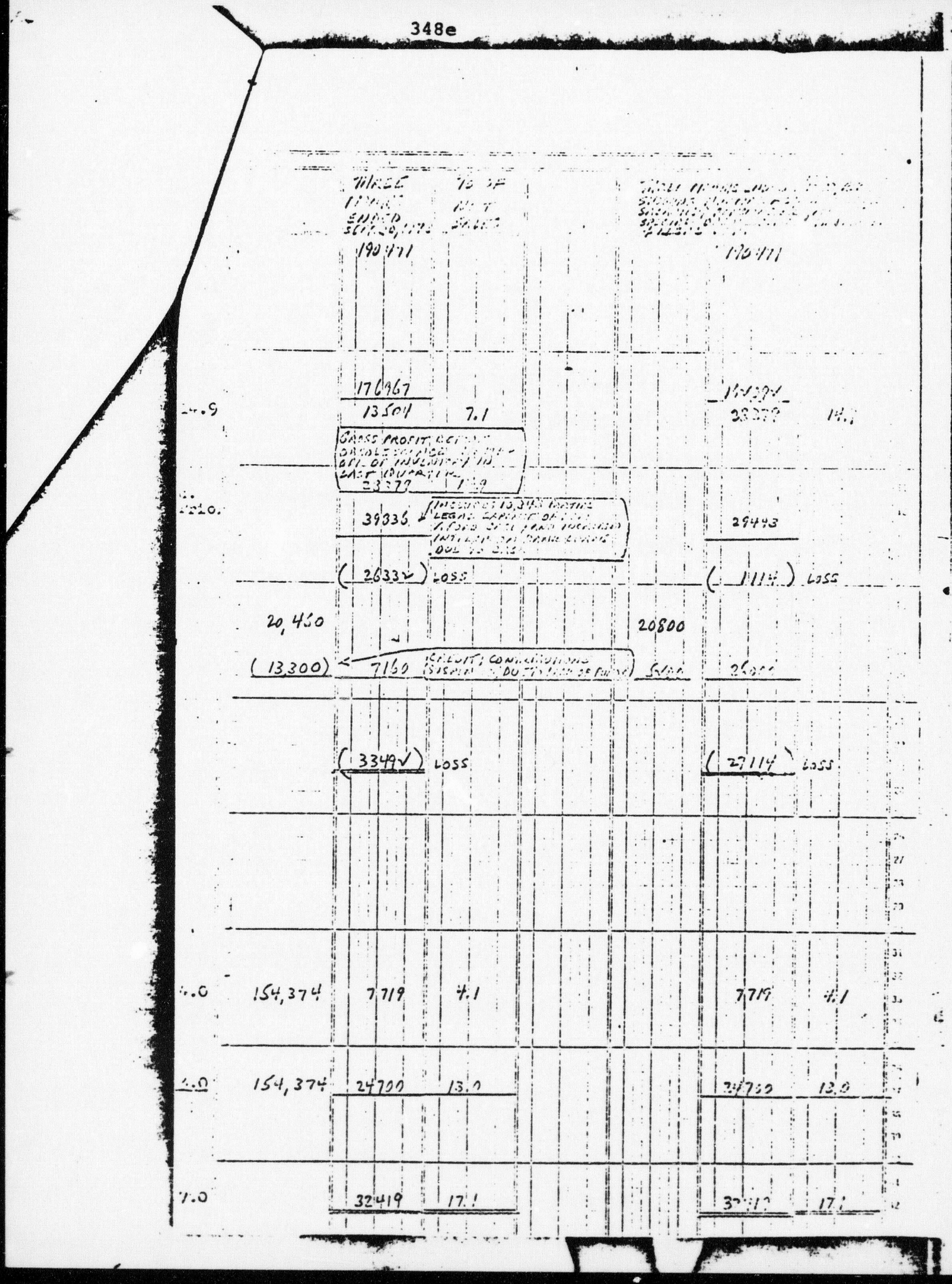
Dx. (CH)-1

PLR COLLISION PARTS, INC. - SUMMARY STATEMENT OF OPERATING RESULTS
10/1/71 - 8/31/73 - WITH FOOTNOTES ON FORD PENALTY PAYMENTS
AND QUARTER ENDED 9/30/73 (ALSO RESTATED TO INCLUDE PRIOR BALANCE SHEET ITEMS)

	Twelve Months Ended Sept. 30, 1972		% of Net Sales	Three Months Ended Dec. 31, 1972		% of Sales
Sales		736,967			199,001	
Less: Parts Cost Sold	512,244			137,676		
Adj: Settlement Ford Dealer following Period, for transactions this period	(21,897) Cr.			21,897		
Parts Cost Sold		490,347			159,573	
GROSS PROFIT		246,620	33.5		39,428	19.8
Less: Expenses Other than Officers Salaries, Deferred Profit Sharing & Pension Plans & Corp. Inc. Taxes		90,232			24,796	
Net Profit Before Officers A/cs & Taxes		156,388			14,632	
Officers' Salaries	83,200			20,800		
" Deferred-Profit Sharing & Pension Plans	20,800	104,000		5,200	26,000	
NET PROFIT or (LOSS) AFTER OFFICERS' A/Cs, BEFORE CORP. INCOME TAXES		52,388			(11,368)	
Penalty Charges by Ford Organization & Dealers Included in Above Parts COST SOLD: (Not Including Obsolescence Credit Discrimination)						
PENALTY PAID TO DEALERS: Approx. 3% of Purchases 3% x 576,059		17,282	2.3	58,110	1,743	.9
Approx. 5% of Purchases (After 11/1/72)				103,754	5,183	2.6
REMOVAL of Incentive Credit by "Ford" Organization from "PLR": Approx. 10% of Purchases (Removed After 11/1/72)				103,754	16,601	8.3
** Peralties Paid By PLR on Wholesale "Ford" Crush Parts Purchases, as Compared with Dealers having generally substantially less						

BEST COPY AVAILABLE

Three Months Ended March 31, 1973		% Of Net Sales	Three Months Ended June 30, 1973		% Of Net Sales	Two Months Ended Aug. 31, 173	% Of Net Sales	
	205,494			203,981		130,131		
174,873			173,345					
	174,873			173,345		110,727		
	30,621	14.9		30,636	15.0	19,404	14.9	
	26,590			23,514		15,676		Est'd. 2/3 prior Qu.
	4,031			7,122		3,728		
20,800			20,800					20,
5,200	26,000		5,200	26,000		17,333		(13.
	(21,969)			(18,878)		(13,605)		
6,546	8,327	4.1	165,090	8,255	4.1	5,273 (on 105,454)	4.0	154,
6,546	26,647	13.0	165,090	26,414	13.0	16,873	13.0	154,



Exh 4 SC 349e

Ex. CB-2

FLM COLLISION, INC.

CONSOLIDATING STATEMENTS OF FINANCIAL CONDITION AS OF [illegible]

ASSETS				
CURRENT ASSETS				
CASH				
ACCOUNTS RECEIVABLE				
RESERVE FOR DOUBTFUL				
INVENTORY - AT COST				
TOTAL CURRENT ASSETS				
PROPERTY AND EQUIPMENT				
FURNITURE AND EQUIPMENT				
LESS: ACCUMULATED DEPRECIATION				
AUTOS				
LESS: ACCUMULATED DEPRECIATION				
LEASEHOLD IMPROVEMENTS				
LESS: ACCUMULATED DEPRECIATION				
SECURITY DEPOSITS				
PREPAID EXPENSES				
DEFERRED INCOME TAXES	(ASSOCIATED WITH PREPAID)			
GOODWILL				
TOTAL FIXED AND OTHER ASSETS				
TOTAL ASSETS				
LIABILITIES				
CURRENT LIABILITIES				
ACCOUNTS PAYABLE				
NOTES DUE WITHIN ONE YEAR (CURRENT)				
ACCRUED EXPENSES				
DUE TO OFFICERS				
" " PENSION TRUST				
" " DEFERRED COMPENSATION				
OTHER EXPENSES & TAXES				
DEFERRED CREDITS				
TOTAL CURRENT LIABILITIES				
LONG-TERM LIABILITIES				
NOTES DUE AFTER ONE YEAR (CONSOLIDATED)				
TOTAL LIABILITIES				
STOCKHOLDERS' EQUITY				
CAPITAL STOCK				
RETAINED EARNINGS				
TOTAL LIABILITIES & CAPITAL				

* RESTATED FROM AUDITED REPORT DATED [illegible]

FLFI CONSOLIDATED, INC.

COMPARATIVE SUMMARY STATEMENT OF OPERATING RESULTS - YEARS ENDED

	TWELVE MONTHS ENDED					
	[illegible]	% of Net Sales		[illegible]	% of Net Sales	
[illegible] COST SOLD	$ 512244	[illegible]		[illegible]	[illegible]	
SETTLEMENT FOR LABOR RELATIONS PERIOD, LESS TRANSACTIONS THIS PERIOD	(21897)			21897		
PARTS COST SOLD	[illegible]			[illegible]		
GROSS PROFIT →	[illegible]	33.5		[illegible]	[illegible]	
LESS: EXPENSES OTHER THAN OFFICERS' SALARIES, DEFERRED PROFIT-SHARING & PENSION PLANS & CORP. INC. TAXES	[illegible]			[illegible]		
NET PROFIT OR (LOSS) BEFORE OFFICERS' SALARIES →	[illegible]	[illegible]		[illegible]	[illegible]	
OFFICERS' SALARIES	83700	[illegible]		22600 *		
DEFERRED PROFIT SHARING (PENSION) PLANS	10900	10700		2000		
NET PROFIT OR (LOSS) AFTER OFFICERS' ALCS, BEFORE CORP. INCOME TAXES →	[illegible]	[illegible]		[illegible]	[illegible]	

* PENALTY CHARGES BY FORD ORGANIZATION & DEALERS INCLUDED IN ABOVE PARTS COST SOLD (NOT INCLUDING LOSS DUE TO OBSOLESCENCE CAUSED BY DISCRIMINATION):

PREMIUM PAID TO DEALERS:

APPROX. 3% OF PURCHASES	(3% × 16,019)	17484	2.3	(3% × 58110)	1743
APPROX 5% OF PURCHASES (AFTER 11/1/74)				(5% × 58124)	2906

REDUCTION OF INCENTIVE CREDITS BY "FORD" ORDERED CHANGE FROM "FLM":

APPROX. 1.6% OF PURCHASES (REVISED AFTER 11/1/74)		—		(1.6% × 58124)	[illegible]

[illegible] PAID BY FLM ON [illegible] "FORD" CREDIT [illegible], AS COMPARED WITH PRIOR MANAGEMENT CONTRACT) SUBSTANTIALLY LESS PURCHASES

	17484	2.3		[illegible]	[illegible]

* [illegible] IN FY ENDED [illegible] 14,875 OF [illegible] THIS SUM WAS ADDED TO PARTS COST SOLD. [illegible] GROSS PROFIT ON SALES WAS 15.1% [illegible]. GROSS PROFIT ON SALES [illegible] SALES WERE THIS RATIO AND 14.1% OF SALES BEFORE [illegible] "FORD CREDIT"

DX CC Estimated FLM Balance Sheet as of September 20, 1974

Dx. CC

FLM COLLISION [illegible]
Approximate Balance Sheet 9/20/74

(Assuming No Officers Salaries or Pensions in Liabilities)

ASSETS			
Cash In Bank		$1,200	
Accounts Receivable	$31,969		
Res. For Bad Debts	5,845	26,124	
Inventory-Parts		51,766 ***	
Total Current Assets			$79,090
FIXED & OTHER ASSETS			
Fixtures, Autos, etc.	38,974		
Res. Deprec.	30,253	8,721	
Security Deposits		2,271	
Prepaid Expenses		500	
Total Fixed & Other Assets			11,492
TOTAL ASSETS			90,582
LIABILITIES			
Accounts Payable		70,388	
Notes Payable-Banks		15,652	
Accrued Expenses	2,849		
	10,000	12,849*	
Total Liabilities			98,889
CAPITAL			
Capital Stock Issued		5,300	
Capital Surplus		5,000	
Earned Surplus or (Deficit)		(18,607)**	
Total Capital			(8,307)
TOTAL LIABILITIES & CAPITAL			90,582

* Includes $10,000 Legal Expense not paid

** After Approximately $20,000 in Corporate Income Tax Refunds due to Losses carried back to prior years. ($38,607 Deficit, less $20,00 extraordinary credit).

*** After obsolescence write-off of $14,875

DX CG Letter from O'Halloran to Rowlands,
November 23, 1970

352e

(PX22

Dx. CC

Intra Company

Autolite-Ford Parts Division
Eastern Area Sales Office

November 23, 1970

Mr. M. J. Rowlands
General Sales Manager

Subject: DOUBLE CODE AT CENTRAL LINCOLN MERCURY
AUDIT REPORT #AF70-33

On November 23rd, Messrs. Rose and Ascione of the New York District Autolite-Ford Parts Division and I met with Messrs. Gordon and Kramer of Central Lincoln Mercury to discuss with them our intention to cancel the second code assigned to their dealership, which is currently being used by FLM Corporation.

I explained to Messrs. Gordon and Kramer that the auditor's report outlining the present usage of the code and the fact that the usage is outside of Company policy was in no way a reflection upon their integrity, as they had outlined their intentions in their application for a second code on September 30, 1968. The error was on the part of local personnel who misinterpreted these intentions and secured the second code from Detroit under circumstances, which had they been true, would have been within policy.

Messrs. Gordon and Kramer were understanding of the problem and after a discussion as to the alternative method of handling this business it was mutually agreed that the cut off date on the second code would be December 28th, the last day of billing in December. This will allow the dealership sufficient time to negotiate with FLM, revise their bookkeeping, and ordering procedures.

By means of this communication, I am requesting Messrs. Beers and Dickson to cancel the second code as of December 28, 1970.

T. J. O'Halloran
Eastern Area Sales Manager

cc Mr. P.A. Brescia
Mr. E.R. Stroh
Mr. J.R. Rose
Mr. J.J. Collins
Mr. W.A. Beers
Mr. J.T. Dickson

12-2-70

DX CH Telegram from O'Halloran to Beers, December 4, 1970

R.T.C.

~~DX-4~~

R Dx. CH

COMMUNICATIONS COMMUNICATIONS

FDS51 2305445

BX251 1603EST 12/04

FD W A BEERS ASST DIVISIONAL CONTROLLERS OFC

DE J T DICKSON CREDIT MGR

--CC--

FD M J ROWLANDS GEN SLS MGR

FD E R STROH ASST G EN SLS MGR

BX J R ROSE

SUBJECT.. MY ICC OF NOVEMBER 23RD CONCERNING CENTRAL LINCOLN MERCURY - AUDIT REPORT AF70-33

THE DEALER HAS REQUESTED THAT HE BE GIVEN AN ADDITIONAL 30 DAYS BEFORE WE CANCEL THE SECOND CODE IN ORDER TO ALLOW HIM AND FLM TO DEVELOP AN ALTERNATTE PAPER AND PRICING PROCEDURE IN LINE WITH CIMPANY POLICE. I REVIEWED THIS REQUEST WITH MR M J ROLANDS ON THIS DATE AND HE CONCURRED IN MY RECOMMENDATION THT THIS EXTENSION BE GRANTED. DEALER HAS BEEN INFORMED THAT NO FURHTER EXTENSIONS WILL BE GRANTED BEYOND THIS POERIOD. BASED ON THIS EXTENSION, PLEASE CANEL THE SECOND CODE ON THE LAST BILLING DAY IN JANUARY

T J O"HALLORAN AL FD AREA SLS MGR TBORO

DX CK FLM Phone Order to Teterboro,
September 25, 1974

EW YORK PARTS DEPOT

DEALER NAME: [illegible] CODE 3777

SHIP TO: T M Collision Paint
310 Hawhill Road
Yonkers N.Y.
10701

SHIP TO

DATES NUMBER 42208

DEALER ORDER NO. 67-337

ROUTING N Dunlop

ACTIVITY CODE 7033

SCHEDULE NO.

ORDER CLERK [illegible]

	PREFIX	BASE NUMBER	SUFFIX	QTY		PREFIX	BASE NUMBER	SUFFIX	QTY
1	DAA	1661	A	1	16	DD	16039	A1	1
2	D47	99273941	A	1	17	D31	16796	A1	1
3	DAA	5150	A1	2	18	D40	11757	C	1
4	D3V	5185	A1	1	19	D20	15013	A1	1
5	D	8200	C	1	20	T	15A201	B	1
6	D4A	17B970	B	1	21	T	15A201	C	1
7	DAV	13291Y1	B	1	22	D27	3A131	A1	1
8	D27	5285	A1	1	23	D40	5A156	A1	1
9	DAA	5150	C	1	24	C7A	[illegible]	C	1
10	DAA	5151	A1	1	25				
11	T	8200	C	1	26				
12	T	11755	A1	1	27				
13	D20	13064	B	1	28				
14	D5A	16005	A	1	29				
15	DCA	16019	C	1	30				

DX CS Letter from Scott (Ford) to Wilson (FTC),
July 24, 1968

Dx. CS

Ford Motor Company

The American Road
Dearborn, Michigan 48121

July 24, 1968

Federal Trade Commission
Washington, D. C. 20580

Attn: Rufus Wilson, Esq.
Chief, Division of General
Trade Restraints

Re: File No. 661 0121

Gentlemen:

This letter will confirm the information that I gave to Mr. Weber in a telephone conversation on July 22, 1968 concerning Ford Motor Company's intentions with respect to certain single-source parts.

Commencing this fall we will offer a wholesale or jobbing incentive to our dealers in connection with sales by them of certain single-source automobile parts to eligible customers. The categories of parts that will be covered by such incentives are:

fenders
fender panels
grilles
grille coupling brackets
bumpers
bumper coupling brackets
hoods
deck lids
door panels
top panels
quarter panels
rear compartment panels
radiator supports
rocker panels
body-side mouldings
head lamp fender caps
rear end panels
wheel opening panels

July 24, 1968

The term "eligible customers" will include independent garages and bump shops; it will not include insurance companies, brokers or other parties acting as intermediaries selling Ford or Lincoln-Mercury parts to Ford Motor Company dealers. Our franchised dealers will be considered eligible customers only when they (i) are located more than 100 miles from our nearest parts depot and (ii) purchase one or more of the above parts from another dealer to perform an emergency repair.

Concurrently with the publication of our price lists incorporating the incentives on these parts, we will also publish appropriate suggested wholesale prices.

We trust that when this action is taken we may consider the matter satisfactorily concluded with the Commission.

Sincerely,

Robert W. Scott

Robert W. Scott
Associate Counsel

RWS/mp

DX CT Letter from Wilson to Scott, August 1, 1968

357e

FEDERAL TRADE COMMISSION
WASHINGTON, D. C. 20580

Dx CT

Bureau of Restraint of Trade

AUG 1 1968

Robert W. Scott, Esq.,
Associate Counsel,
Ford Motor Company,
The American Road,
Dearborn, Michigan. 48121

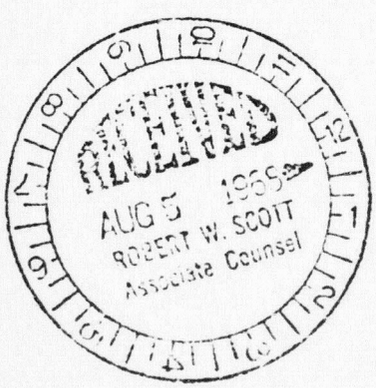
Re: File No. 661 0121,
Ford Motor Company.

Dear Mr. Scott:

This is in reference to your letter of July 24, 1968 confirming Ford Motor Company's intention to offer a wholesale or jobbing incentive plan to Ford dealers in connection with sales of single-source parts to independent garages and bump shops.

Your letter does not state that your fall price lists will contain suggested "General Trade" prices for the listed sheet metal body parts which will be the same as your company's selling prices to its franchised dealers. We have stressed the fact that the Commission's objective in this matter is to assure equal prices to both franchised and non-franchised repair shops in the purchase of sheet metal body parts. Please clarify this point and advise if the new price lists will in fact provide identical prices in the "General Trade" and "Dealer Net" columns.

I do not understand the statement in your letter advising that your franchised dealers will be considered eligible customers only when they (i) are located more than 100 miles from your nearest parts depot and (ii) purchase one or more of the listed sheet metal body parts from another dealer to perform an emergency repair. Kindly elaborate on the meaning of this statement and its operative effect.



Very truly yours,

Rufus E. Wilson

Rufus E. Wilson,
Chief, Division of
General Trade Restraints.

DX CU Letter from Scott to Wilson, August 15, 1968

Dx. CU

Ford Motor Company

The American Road
Dearborn, Michigan 48121

August 15, 1968

Mr. Rufus E. Wilson
Chief, Division of
General Trade Restraints
Federal Trade Commission
Washington, D. C.

Re: File No. 661 0121
Ford Motor Company

Dear Mr. Wilson:

I have your letter of August 1, 1968 concerning the above matter.

Concurrently with the effective date of wholesale incentives on the specified single source parts, it is our intention to add a column in our parts price list suggesting general trade prices identical to our dealer net prices. The latter prices will be contained in a separate column in the price list.

With respect to your question concerning sales to franchised dealers qualifying for payment of wholesale incentives, again, we intend to follow the same practice we use in connection with sales of competitive parts. Normally, under our wholesale incentive plan for competitive parts, we do not pay incentives to a franchised dealer upon a sale to another franchised dealer. There is, however, an exception to this policy. We will pay a wholesale incentive in such a case where the purchasing dealer is located more than 100 miles from our parts depot and purchases the part from another dealer in order to perform an emergency repair.

Typically, an emergency repair occurs when an automobile is either inoperable until the repair is performed or is unsafe to operate without the repair. If the dealer faced with such a repair does not have the part in stock and is located more than 100 miles from one of our depots, he may purchase the part from one of our other franchised dealers and we will pay the selling dealer a wholesale incentive provided the part sold carries an incentive.

August 15, 1968

It has been our experience that smaller dealers located in areas remote from our parts depots tend to rely on larger dealers for parts for which they do not have a great demand. Making sales to such dealers eligible for wholesale incentives encourages the larger dealers in the area to carry adequate stocks to take care of the emergency needs of the smaller dealers and, in many cases, avoids the problem of an owner of a Ford product being without the use of his car while the part is ordered from one of our depots.

While we have not generated any specific data to support our belief, we do not think that the volume of claims submitted by our dealers in connection with sales to other dealers outside the 100 mile radius for emergency repairs is substantial. Commencing July 1, 1968, we have revised our incentive claim form so as to permit us to measure the volume of these claims.

We can assure the Commission that we are as concerned as it is that claims submitted to us are appropriate and are not used as devices by our dealers to obtain lower prices than are proper. In this connection, you should know that we reserve the right to audit all claims submitted to us by our dealers and we do make such audits when we believe they are warranted. Any improper claims submitted to and paid by us are charged back to the dealer. In a few instances where dealers have repeatedly submitted improper claims, we have terminated their sales agreements.

We trust that the foregoing satisfactorily answers the questions contained in your letter.

Sincerely,

Robert W. Scott
Associate Counsel

RWS/rp

DX CV Letter from Wilson to Scott, August 19, 1968

360e

Dx. CY

FEDERAL TRADE COMMISSION
WASHINGTON, D. C. 20580

Bureau of Restraint of Trade

AUG 19 1968

Robert W. Scott, Esquire,
Associate Counsel,
Ford Motor Company,
The American Road,
Dearborn, Michigan. 48121

Re: File No. 661 0121,
Ford Motor Company.

Dear Mr. Scott:

Thank you for your letter of August 15, 1968 answering my questions concerning certain aspects of your company's wholesale incentive plan on certain sheet metal body parts.

Please let me know the effective date of the wholesale incentive plan and send me a copy of your company's announcement of the plan to its franchised dealers as soon as these are available to you.

Very truly yours,

Rufus E. Wilson

Rufus E. Wilson,
Chief, Division of
General Trade Restraints.

DX CX Wholesale Incentive Paid (November 1968-June 1974)

Wholesale Incentives Paid

	Incentive Bearing Crash Parts	Total Incentive Bearing Parts
1968 (November and December)	$ 1,600,000	$ 6,800,000
1969	12,700,000	45,800,000
1970	14,500,000	48,500,000
1971	15,300,000	52,800,000
1972	15,900,000	55,700,000
1973	16,500,000	60,100,000
1974 (January through June)	7,900,000	29,500,000
Total November, 1968-June, 1974	$84,400,000	$299,200,000

DX CY Audits of Wholesale Incentive Claims (1968-1973)

Audits of Wholesale Incentive Claims

	Number of Dealers Audited	Amount Disallowed
1968	123	$ 80,000
1969	194	360,000
1970	157	284,000
1971	136	189,000
1972	136	167,000
1973	141	435,000

DX CZ Estimated Erroneous Wholesale Incentive Claims (1969) (2 pages) and Audit Results (1969) (1 page)

Audit Issues

	Number of Cases	Dollars in Claims	Audit Findings	%
[illegible]				
[illegible] Eligibility Costs	13	$ 63,333	$ 15,383	24.3
[illegible] Unit Cost Determination	18	41,426	1,272	3.1
[illegible] Excluded & Illegal Distortion	2	8,222	4950	60.6
[illegible] Contract Ineligible Claims	4	—	2,461	—
Total	37	$ 112,981	$ 27,276	24.1%
[illegible] Rates				
[illegible] Illegal Leased Costs	10	$ 249,855	$ 14,751	5.5
[illegible] Illegal Leased Costs	25	457,348	12,829	2.8
[illegible] Unallowable & Improper Distortion	1	35,598	15,644	52.4
Total	37	$ 757,831	$ 46,274	6.1%
[illegible] Distribution	5	17,697	9,615	54.3
Total	37	$ 888,509	$ 83,165	9.4%

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Illinois Power Company Docket No. [illegible]

		Test Year Ended [illegible]			Proforma Estimate For Year Ended [illegible]		
Description of Item	Unit	Quantity	Amount	% of Sales	Quantity	Amount	% of Sales
Operating Revenues							
Residential							
Sales - 24,000 Gallons	K	$962,000	$133,000	24.3%	$967,000	$233,000	24.3%
Sales - 16,000 Gallons	1200	732,000	110,000	15.0	1464,000	429,000	29.3
Commercial Sales							
Sales - 24,000 Gallons	81	$3,999,000	$220,000	5.5%	$3,999,000	$220,000	5.5%
Sales - 24,000 Gallons	1100	1,735,000	40,000	2.3	3,461,000	100,000	2.9
Total		$7,433,000	$662,000		$9,891,000	$1,122,000	
Operating Expenses							
Water Sales							
Sales - 24,000 Gallons	362	$1,956,000	$61,000	3.1%	$1,956,000	$61,000	3.1%
Sales - 24,000 Gallons	4400	3,691,000	55,000	1.5	2,959,000	92,000	3.1
Wholesale Sales							
Sales - 24,000 Gallons	361	$13,965,000	$196,000	1.4%	$13,965,000	$391,000	2.8%
Industrial Gallons	450	17,492,000	245,000	1.4	15,726,000	441,000	2.8
Total		$37,104,000	$557,000		$34,646,000	$955,000	
Total Water Sales		$44,537,000	$1,219,000		$44,537,000	$2,107,000	

Transcribed Insurance Wholesale Practice Claims

Insurance Claims Processing	No. of Claims	Maximum Estimate: Uncertainties Claimed	Maximum Estimate: Estimated Excess Amount	%	Minimum Estimate: Uncertainties Claimed	Minimum Estimate: Estimated Excess Amount	%
Claims Exceed Costs							
Over $25,000 Claimed	100	$4,966,000	$503,000	10.1%	$4,966,000	$503,000	10.1%
Under $24,000 Claimed	1100	2,467,000	159,000	6.4	4925,000	619,000	12.6
Sub-total	1200	$7,433,000	$662,000	8.9%	$9891,000	$1,122,000	11.3%
Claims Settled Out of Court Costs							
Over $25,000 Claimed	350	$15,921,000	$257,000	1.6%	$15,921,000	$452,000	2.8%
Under $25,000 Claimed	4500	21,183,000	300,000	1.4	18725,000	533,000	2.8
Sub-total	4850	$37,104,000	$557,000	1.5%	$34646,000	$985,000	2.8%
Total	6050	$44537,000	$1219,000	2.7%	$44537,000	$2107,000	4.7%

DX DA Marketing Office Estimate of 1971 Ineligibles Claims Due to Outside Purchases

Dr. DA

ESTIMATED INELIGIBLE CLAIMS DUE TO OUTSIDE PURCHASES
FOURTH QUARTER 1970

WRITE IN	DEALERSHIP	FRAN.	PRODUCT LINE						TOTAL CLAIM	PERCENT INELIGIBLE
			PLUGS	SHOCKS	FILTER	FORD ELEC.	MISC.	TOTAL		
V	WARNER FORD	F					34.35	34.35	288.30	1.2%
	WILLIAMS FORD ✓	F	349.88	18.91	88.61	314.90	38.82	811.12	6,276.43	12.9
V	PEFFLEY FORD	F	102.92	18.36	57.46	39.96	4.67	223.37	6,063.69	3.7
V	BORCHERS FORD	F		10.87				10.87	9,265.49	0.1
V	HARDENBROOK FORD	F	41.98		13.36		24.75	80.09	7,213.03	1.1
V	STENGERS FORD	F		18.94				18.94	4,667.10	0.4
	WIN ELLIOTT	F/AM	.17					.17	1,139.98	–
V	WALKER MOTOR	LM FIAT							2,901.92	–
	WESTSIDE MOTORS ✓	F	235.31	65.79	74.46	187.64	63.95	627.15	4,239.53	14.8
V	CURRY FORD	F							6,119.00	–
V	RIDGEVIEW LINCOLN-MERCURY ✓	LM	24.22	8.12	3.96	–	3.87	40.17	777.50	5.2
	JOSEPH KUCHLE ✓	F	50.73					50.73	1,054.65	4.8
	BEECHMONT FORD	F							875.37	–
V	BAKER-REEDY FORD	F					.43	.43	510.21	.1
V	WOODY SANDER ✓	F	152.06		75.74	598.41	277.70	1,103.91	9,290.02	11.9
	MUENNICH MOTORS ✓	F	107.56	150.37	16.65	17.90	29.45	321.93	2,512.39	12.8
	AL CASTRUCCI LINCOLN-MERCURY	LM							523.62	–
V	BENNETT FORD	F		9.48				9.48	2,269.86	.4
	C. C. VANIMAN ✓	F	21.64			17.50	.87	40.01	661.20	6.1
	MENKE MOTOR SALES ✓	LM	423.64	43.34				466.98	1,139.25	41.0
	TOTAL		1,510.11	344.18	330.24	1,176.31	478.86	3,839.70	67,788.54	5.7%
	PERCENT OF TOTAL		39.3%	9.0%	8.6%	30.6%	12.5%	100.0%		

5.7% OF $51 MILLION = $2.9 MILLION

PROFIT IMPROVEMENT IF PURCHASES INCREASE TO COVER CLAIMS: $4.4 MILLION

DX DB Estimated Claims Due to Outside Purchases, Forward Plans Department, June 25, 1971

Dx. DB

ESTIMATED INELIGIBLE CLAIMS DUE TO OUTSIDE PURCHASES

Cincinnati Test Fourth Quarter, 1970

- Twenty dealer's claims were recorded by part number for the Fourth Quarter of 1970.

- The claims at dealer net were then compared with the average quarterly gross purchases at dealer net for each dealer by the 26 product lines. In any line where the dealer net of the claims exceeded 100% of the dealer net of the average purchases for the quarter, the claim amount was reduced by the percent in excess of 100%. The overclaims were accumulated by dealer and expressed as a percent of his total claim. On the average, the 20 test dealers overclaimed their competitive parts by 8.5%. It is significant to note that the 8.5% represents the amount that the incomplete* claims exceeded the gross purchases+. Had we been able to compare all claims by product line with net purchases of incentive-bearing parts only, the percent overclaim could have shown considerably higher.

- Estimated overclaims due to outside purchases were estimated by applying the 8.5% factor against the projected $41.7 million that will be paid in claims for the sale of competitive parts during 1972.

* For 11 dealers claims for all service classes were reported however, for nine dealers, only those claims for class "A" parts were recorded. Claims and consequently overclaims, could thus have shown higher had all 20 dealers reported claims of all classes.

\+ Gross purchases were used in that we do not now have the capability to reduce those purchases by non-incentive-bearing purchases, 340 returns, POPP returns or warranty related parts, which would have resulted in a more accurate net potential claim maximum.

Memo:

In that the only line where the entire group overclaimed for the Quarter was spark plugs (153%) we believed it important to make another comparison of claims against actual Fourth Quarter purchases rather than an average quarter's purchases. In so doing, it was determined that on actual purchases the overclaiming amounted to 148%.

Forward Plans Department
June 25, 1971

DX DC Calculation of Potential Savings through Elimination of Payments on Outside Purchases, July 7, 1971

Dx. DC

Calculation of Potential Savings Through the Elimination of Payments on Outside Purchases $ (Millions)

Average Claim Amount	Total Projected Payments	Single Source Payments	Competitive Parts Payments	% Ineligible	Estimated Savings
$ 0-$ 250	$ 4.4	$ 1.3	$ 3.1	5.7%	$ 0.2
$ 251-$ 500	5.2	1.6	3.6	3.5	0.1
$ 501-$ 2,000	20.2	6.1	14.1	2.9	0.4
$ 2,001-$ 3,000	8.2	2.4	5.8	6.4	0.4
$ 3,000 +	21.5	6.5	15.0	0.2	-
Totals	$ 59.5	$ 17.9	$ 41.6		$ 1.1 a/

This is the savings to be realized in 1973. The 1972 savings of $0.9 are 80% of the 1973 amount. Problems associated with start-up of the new system are expected to preclude full recovery in the first year of operation.

Incentive Control & Analysis
7-7-71

DX BBB Defendants' "Analysis of Plaintiff's Exhibit A (PX 1003) Utilizing Fiscal Year 1972 as Level Basis for Sales"

Dx. BBB

ANALYSIS OF PLAINTIFF'S EXHIBIT A
(P.X. 1003 id.) UTILIZING FISCAL
YEAR 1972 AS LEVEL BASIS FOR SALES

Fiscal Year Ending September 30, 1973:

Actual Sales	Level Basis	
$798,947	$736,967 (1972 Sales)	
Increase of Sales	= 61,980	
Increase of Profits	= (26.4% x 61,980) =	$16,363

Fiscal Year Ending September 30, 1974:

Actual Sales	Level Basis	
$695,188	$736,967 (1972 Sales)	
(Loss) of Sales	= 41,779	
(Loss) of Profits	= (26.4% x 41,779) =	(11,030)

Fiscal Year Ending September 30, 1975:

Actual Sales	Level Basis	
$706,205	$736,967	
(Loss) of Sales	= 30,762	
(Loss) of Profits	= (26.4% x 30,762) =	(8,121)

Period October 1, 1975 - February 6, 1976:

Actual Sales	Level Basis	
$301,803	$253,443 (34.39% x 1972 Sales)	
Increase of Sales	= 48,360	
Increase of Profits	= (26.4% x 48,360) =	12,767.72

TOTAL INCREASE IN PROFITS FOR PERIOD ANALYZED = $9979

Schlesinger Ex. 2 **Time Records of Julien & Schlesinger, P. C. (various dates)**

370e

SCHLESINGER EX. 2

JULIEN, BLITZ & SCHLESINGER, P.C.

247th day
118 days to come

1st WEDNESDAY, SEPTEMBER 4, 1974

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249th day
116 days to come

1st FRIDAY, SEPTEMBER 6, 1974

[redacted]

252nd day
113 days to come

2nd MONDAY, SEPTEMBER 9, 1974

Admission Day (Calif.)

[redacted]

[redacted]

FLM — PRD-T PROP
SAS ASJ

259th day
106 days to come

3rd MONDAY, SEPTEMBER 16, 1974

Third Payment on Estimated Federal Income Tax Due

[redacted]

271st day
94 days to come

4th SATURDAY, SEPTEMBER 28, 1974

272nd day
93 days to come

5th SUNDAY, SEPTEMBER 29, 1974

EBT - WDSG DJ - STD

Schlesinger Ex. 3 Time Records of Julien & Schlesinger, P. C. (various dates)

SCHLESINGER EX. 3

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16th day
349 days to come

THURSDAY, JANUARY 16, 1975

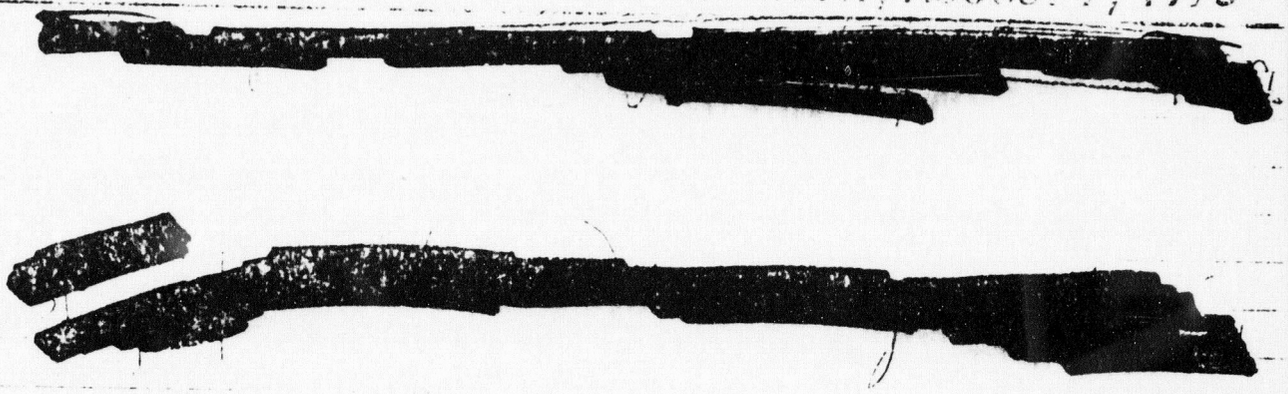
[redacted]

[redacted]

1:30 FLM re Sun Oil Co. v. Burford et al.
Judge Gurfein
791-0907

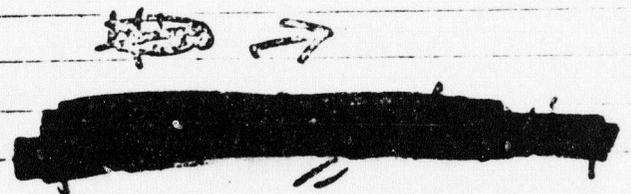
219th day
146 days to come

1st THURSDAY, AUGUST 7, 1975



Rec'd 4:40 - Room 1936 - USDC - SDNY

SIDNEY FLAM · Judge Shira 9:30



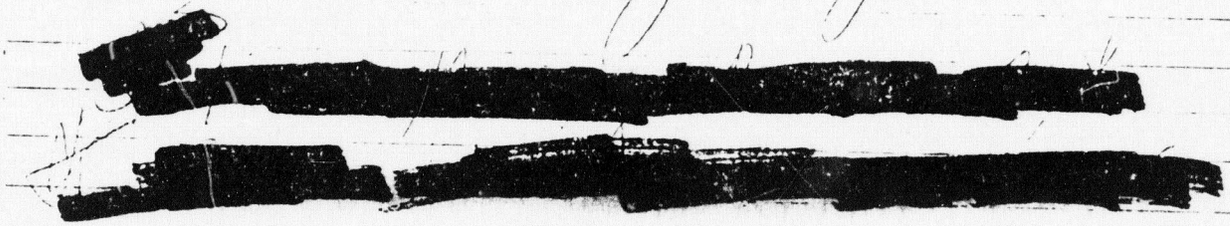
363rd day
2 days to come

5th MONDAY, DECEMBER 29, 1975

4:30 USSR —

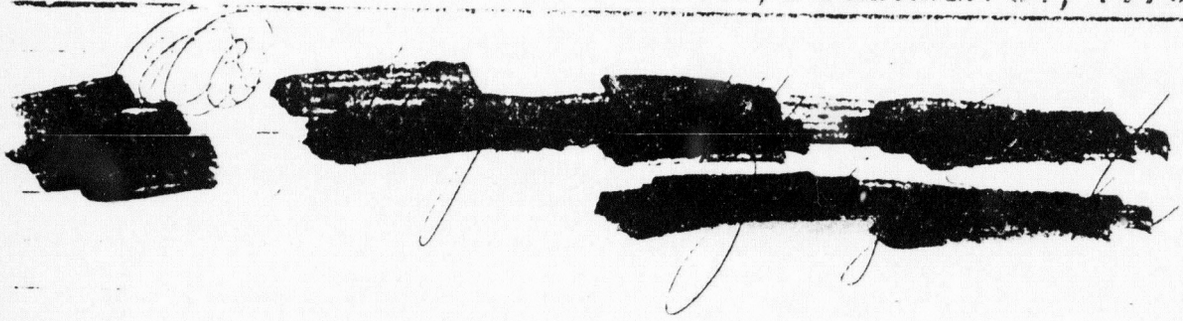
[redacted]

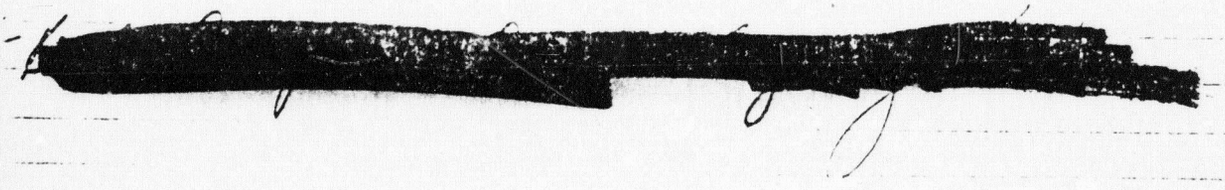
9:30 - FLM - Room 906
Judge Frue



365th day

31. WEDNESDAY, DECEMBER 31, 1975





Schlesinger Ex. 4 Time Records of Julien & Schlesinger, P. C. (various dates)

3838

SCHLESINGER EX. 4

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SIZE 10½" X 8" — 100 SHEETS

Wide-Margin Ruled 7050

EASTERN TABLET — ALBANY, N.Y. 1220

paper king

Col Hawkins
Col Smith
New Brunswick

1301

Wawa — Ford Motor
Wagons Auto parts
Electric Electronic Products
Wm. Bruce —

Wolf
St
Albans

Warren FTC - 67,68 —

Withdrawn as Defendants

Panel Engineering + Advance WT Plan

War [illegible]

Tom Campbell Elem water jobber

as Secondary

Ward's Mill - Long 1x5000 Elem

Elmore - Tom Smith

to Excellent Fibrous Ceil.

9/4 Ball

Tom Grain

9/9 9/6 Fri - Mary

Feltman

9/8 Feltman

Road was

50% Frost

9/7

Ex [illegible] Warren Elem

-1384

FLM — SAS — ASJ

COMP RE PREN TOK PRE-
TRIAL MEMO

Schlesinger Ex. 5 Time Records of Julien & Schlesinger, P. C. (various dates)

SCHLESINGER EX. 5

387a

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33-086

50 Sheets 11" x 8½" College Ruled

NATIONAL

NATIONAL BLANK BOOK CO., INC. • HOLYOKE, MASS. U.S.A. MADE IN U.S.A.

388e

Work on Cut T.A.

9/18/74

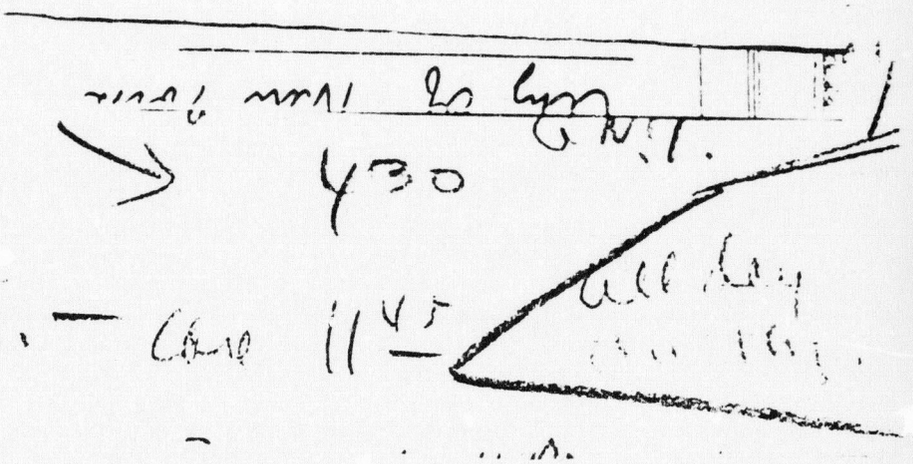
Chas V. J Hon.

Wife

"Unf. - Stu ne + Lyn
Wedding ans "

St Pauls → 4:30

Prep ANTI-T. — Can 11:45



9/21

Sat. Prep. FLM.

4 hrs.

Sunday all day

9/23/24

On trial -

9/30/74

Cultural Tech. allergy

10/7/74.

AM mount FLM

10/8/74

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E

We found until close to 70 days.

Write Judge - Marshal evidence

double murder,

Marshal called

January 11, 1976

At Hampshire House
worked 2 hrs on
Slim case.

1/18/76

Worked 3 hrs at

Hampshire House

on 3 Fm